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The newsweekly for pharmacy

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**Training Board
to set up
pharmacy group**

**Scotland's
disappearing
pharmacies**

**Are drug
combinations
necessary?**

**Training for
distribution**

**Plans for a full
pharmaceutical
service**

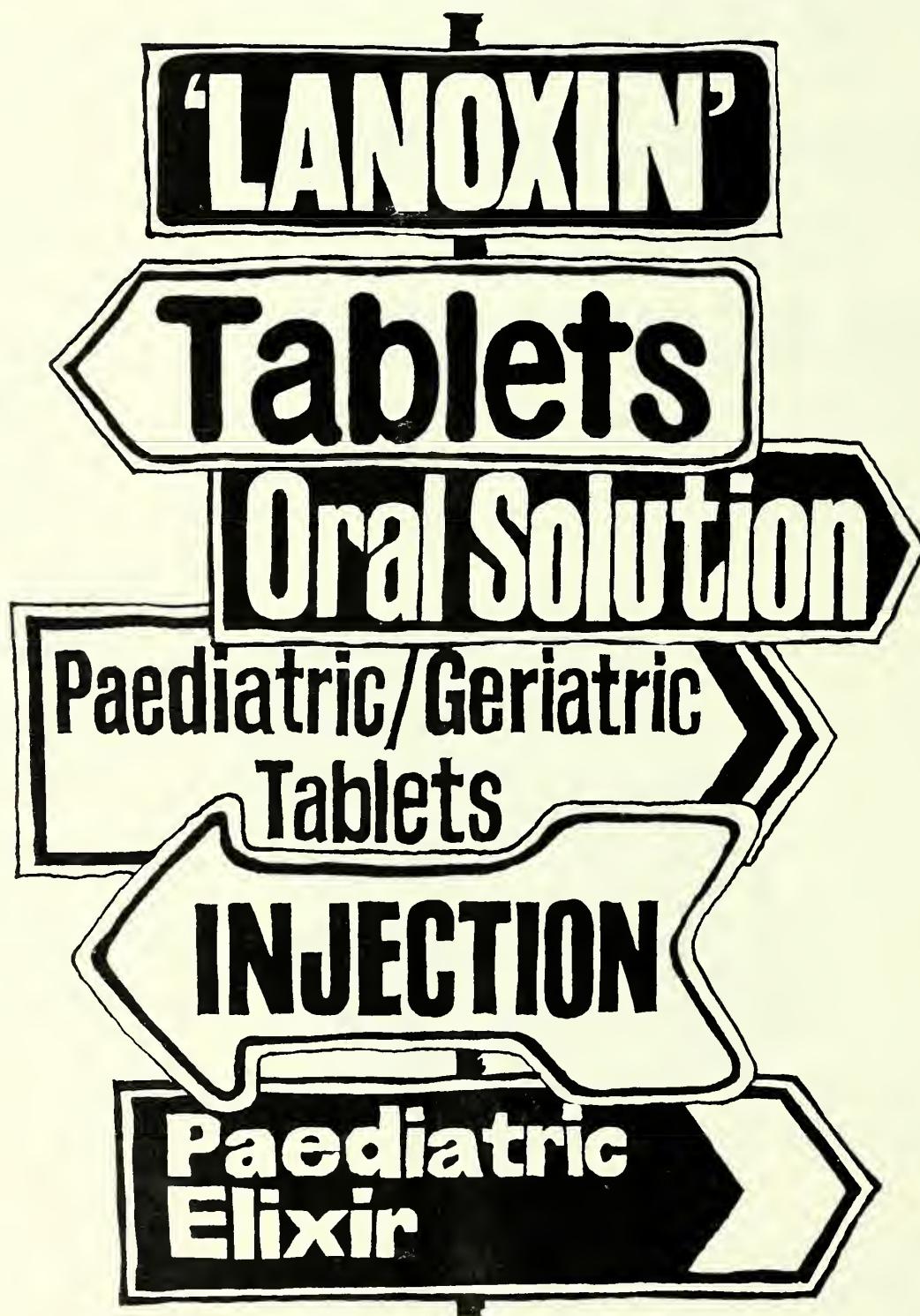
**Hut's cartoons
of the
Belfast conference**

**New professional
code proposed**

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CHEMIST & DRUGGIST

11th year of publication Vol. 192 No. 4675

The newsweekly for Pharmacy

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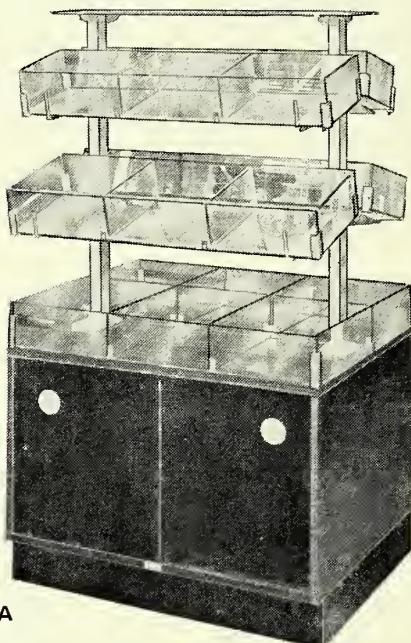
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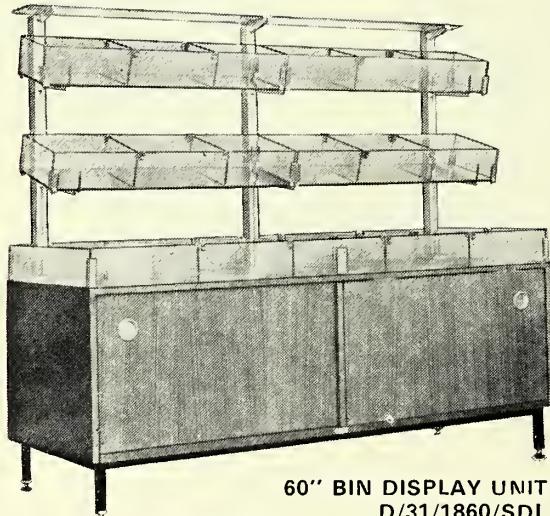
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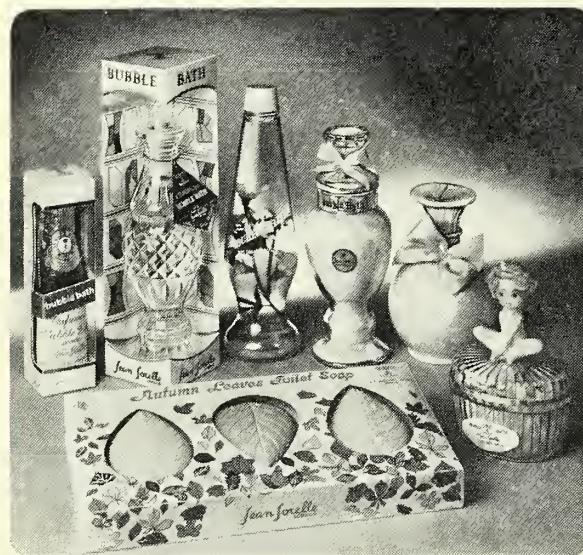
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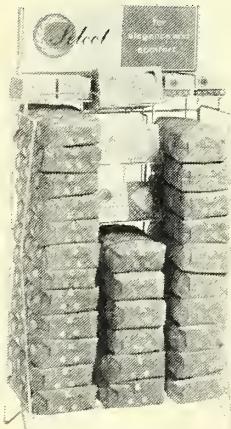
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Training Board to set up pharmacy group

The Distributive Industry Training Board is to set up a structure of subcommittees and study groups — one of the groups being concerned with pharmacy — to advise it on problems within the industry.

The subcommittees, 12 in all, will be related to type of employer, such as multiples, department stores, independents, etc, and it is expected that the various parts of retail pharmacy will be represented on some of them.

The study groups, on the other hand, will be composed of people from the trades with which they are dealing. Among organisations that might be invited to join the pharmacy group are the Pharmaceutical Society, the National Pharmaceutical Union, the Pharmacy Assistants' Training Board and the Institute of Pharmacy Management. An early problem the group must tackle is the dispute over the position of pharmacists under the Industrial Training Act (see C & D August 9, p 109).

Thirteen advisory centres

Aim of the groups is to put into practice the Board's philosophy that requirements for a particular trade shall be designed by those in the industry and not imposed by the Board. It is hoped that the groups may be formed before the end of the year.

Another development being put in hand at the beginning of the Board's second year is the setting up of 13 advisory centres throughout Britain.

Lord Mottistone, director, told a Press conference on September 15 that the centres would be run by principal area training advisers being appointed by the Board in the next few months. It is expected that the centres will be established in the following areas, although the precise location has not been finalised: Exeter, Portsmouth, London, Southend, Cardiff, Birmingham, Leicester, Liverpool, Bolton, Sheffield, Newcastle, Glasgow, Edinburgh.

The Board believes that the new centres will play a vital part in assisting firms on a local level with their training problems. One of the jobs the centres will undertake is the fostering of group training schemes. It is expected that the first centres will be established in the London and Birmingham areas. The centre in Lon-

don will be run by three training advisers.

The Board has begun sending out its first grant claim forms and levy notices. The grant claim covers training undertaken by a firm in the period August 1, 1968 to July 31, 1969.

The levy — 0.5 per cent of payroll — has to be paid in two instalments. One third has to be paid one month after the levy demand notice has been issued, and the remainder becomes due three months later.

Information collected as the claim forms come in will be used by the Board to quantify the scale of grants to be paid. Details about the second grant year are expected in February 1970, but in future years the Board hopes to formulate its grants policy earlier.

A detailed study of the training needs of the industry is currently being sponsored jointly with the Retail Trades' Education Council, and the report, expected next summer, should form the basis for grant policy beyond this year.

A booklet on the first grant scheme is being sent out with the claim forms. The first levy is expected to bring in £3½ million of which £2½ million should be paid out by way of direct grants, with further expenditure on research projects and grants to trade associations.

Training for distribution p 265.

Pharmacies close in Scotland

Closure of the pharmacy at Brandon Street, Hamilton, Lanarks (see p 261) has drawn attention to the continued reduction in the number of premises in operation throughout Scotland. Serious as this has become in larger centres, states the local Press, the really critical considerations arise in areas where no pharmacy now operates.

The Hamilton closure followed a decision that the premises were unsafe, should be vacated and demolished. 25 years ago there were 14 chemist shops in Hamilton as against the present eight.



Lord Mottistone, DITB director

CIA suggestions for metrification

The metrification committee of the Chemical Industries Association after considering what steps might be taken in furtherance of the declared national policy to change over to the metric system of weights and measures believes there are no major obstacles of a practical nature in the way of a smooth changeover.

In respect of commercial practice, it recommends member firms to issue, as soon as they are ready, a statement to their customers and suppliers of their intention to supply and invoice in metric terms and of their willingness to receive incoming goods and invoices in metric terms.

It sets the following target dates for fully establishing metric units in chemical trade: For trade between member firms, January 1, 1971; for trade in the UK and overseas markets where metric measure is official, January 1, 1973.

A programme of open meetings under the auspices of CIA regional committees and area productivity committees is planned for the forthcoming

year, at which member firms will have an opportunity of discussing progress in the industry generally.

CIA will make representations on behalf of the industry for necessary amendments to statutory regulations.

Doctor's solution to rural dispensing

"If the chemists will give a full pharmacy service, I for one should be glad to give up dispensing," Dr D. Cargill, Maldon, Essex, states in a letter to the *British Medical Journal*.

However, the writer defines "full service" as covering 24 hours of every day in the year and including a willingness to deliver medicines to the home. "It might be possible to arrange this in some areas and it would then be reasonable to give the chemists a dispensing monopoly in such places."

Dr Cargill says that pharmacists' claims are based on the "apparently reasonable premise" that a doctor should not dispense because he is incompetent to do so. "But the force of this argument is quite destroyed by acquiescence in the regulation which compels doctors (even non-dispensing doctors) to provide any necessary drugs during hours when no pharmacy is open. If I am competent to dispense during more than 100 hours a week . . . I surely cannot be incompetent during the other 50-60 hours when the pharmacies find it convenient to be open."

No five-day week without a scheme

South-west London and Surrey Executive Council has refused a chemist contractor permission to close all day on the early closing day.

The Hours of Service Committee opposed the application by five votes to one on the grounds that consent would place the applicant at an advantage as compared with other pharmacists in the area who would be required to maintain a full service. The precedent could lead to difficulties.

The committee intimated that it would be prepared, in consultation with the local Pharmaceutical Committee, to give favourable consideration to an organised scheme put forward by all the chemists in a given area, provided that an adequate pharmaceutical service was made available for the patients in the area.

Roads named after three pharmacists

Sir Hugh Linstead pulled a betasselled gold cord on September 16 and a purple plush veil dropped from the plaque that now permanently records the naming of roads serving the Beaumont Road Estate, Wandsworth, after three pharmacists (see *C&D* September 13, p 226).

At the ceremony were the mayor of Wandsworth (Alderman Miss G. A. Morgan), the chairman of the borough's housing committee (Councillor Mallam) and other local dignitaries as hosts, and M. Frank Arnal (one of the pharmacists honoured), Messrs Albert Howells (president of the Pharmaceutical Society of Great Britain), Allen Aldington (a member of the Council), Desmond Lewis (secretary and registrar), Mr R. Dickinson (assistant secretary), Doctor H. S. Bean, and Mr Kenneth Holland (a director of Macarthy's Ltd), M. M. G. Viala (secretary, *Ordre National de Pharmacien de France*) with members of the French embassy staff as guests. The chairman of the housing committee

introduced Sir Hugh and M. Arnal. In reply Sir Hugh declared that the honour done to him was underlined by being done in biblical terms "in his own country" ("Wandsworth is my borough; Putney was my constituency"). He was moved also that the three names were being linked with "Living Wandsworth." M. Frank Arnal, speaking in French, was most touched, he said, to find himself honoured in a way that brought him close to the citizens of London.

Jacob Bell, Sir Hugh and himself had, over and above the same unshakeable attachment to their profession, a second tie in common: all three had served their country as Members of Parliament.

rate until the loan is due for review.

The interest paid on bank deposits is not being correspondingly increased.

Razor and blade sales higher

The total value of sales of complete sets of safety razors for the second quarter of the year at £474,613 was 75 per cent higher than in the corresponding quarter of 1968: sales for export rose by 77 per cent.

Part of this increase is attributed to the larger proportion of total sales accounted for in the high value type of safety razor set. The total number of all safety razor sets sold was up by 39 per cent on a year earlier.

The Board of Trade's *Business Monitor* giving those figures adds that the total value of sales of stainless steel safety razor blades in the second quarter at £4·18m. was 13 per cent higher than in the corresponding period in 1968 with export sales around 3 per cent higher.

Sales of other safety razor blades were 2 per cent higher than a year ago, with export sales up by 4 per cent, the *Business Monitor* says.



Sir Hugh Linstead discusses the plaque with the Mayor of Wandsworth, Alderman Miss G. A. Morgan, and M. Frank Arnal

'Not-so-small' firms inquiry

Commenting on the areas of study which the Committee of Inquiry on Small Firms are intending to look at (*C&D*, September 6, p 195), the National Chamber of Trade states that "some of the points for consideration could lead to the thought that the committee is interested only in the industrial side." The Committee had defined small firms as one with "not more than 200 employees." A business with that number might be regarded as "anything but small."

There is also the impression, say the Chamber that the Committee is not interested in SET while at the same time they ask for specific instances of the effect of various pressures on small firms. Because of the time factor the Chamber do not anticipate any early improvement in the lot of the small firm arising from the inquiry but the points at issue "must be made."

Decimal booklet on accounting

How businesses can overcome the accounting problems which will arise in changing to decimal currency is dealt with in a new Decimal Currency Board reference booklet published on September 11.

The booklet, *Conversion of accounting records*, explains that unlike the banks, which will work in decimals immediately from D Day, February 15, 1971, when Britain begins

changing over to the new system, business organisations may convert their accounting procedures to decimals at any time to suit themselves before, on, or after D Day. The advantages and disadvantages of changing at each of these stages are discussed and the need for early and careful planning is stressed.

Advice is given on the conversion of balances and of internal records and on the treatment of conversion differences. A section is devoted to payroll, one of the most important factors in business administration, and employers will be particularly interested in the information on the conversion of wage rates and on statutory and voluntary deductions from pay. (HM Stationery Office, price one shilling.)

Irish news

Closed and open pharmacies

Three pharmacies have closed in recent weeks while three new ones have opened. Closed are the pharmacies of Mrs Philomena F. Gannon, Bridge Street, Ballinrobe; Mr Cormac Flanagan, a branch in Shrule; and of Mrs Eithne Murray, Barry Road, Finglas West, Dublin.

New openings are those of Mrs Mary Osborne at Caherdavin, Ennis Road, Limerick; Mr James C. Ryan at 2 Davis Street, Tipperary, and of Mr James Francis Crowley at Uamvor, Bishopstown, Cork.

Survey trio press for new NHS contract

Three Hertfordshire pharmacists, R. Idris Hughes, L. D. Sistern and R. A. Hughes, believe that there is a good case to be made out for retail pharmacists to negotiate a new contract for the supply of medicines and appliances to the National Health Service.

Besides the present economic circumstances which are generally more punitive to the smaller specialist unit, they say further erosion to chemists' slender return is caused by the stock expansion necessary to maintain the terms of service and by other additional costs including those arising out of the metrication switch.

A report issued by the three pharmacists states that in an attempt to find out how widespread was the discontent with the present contract and in an effort to gauge its range and depth, 181 pharmacies in Hertfordshire (all the independent pharmacies) were circulated with a questionnaire which attempted to discover the opinion of contractors. Fifty-five replies were received together with many letters expressing opinion over matters not covered by the questionnaire. They believe that the 30 per cent return might be taken as statistically representative of the views of Hertfordshire pharmacists. The result showed: 51 per cent were not satisfied with a fixed percentage on cost together with a blanket dispensing fee together with a container allowance; 60 per cent would prefer a scale of fees applied which would more closely match the dispensing operations involved; 53 per cent would prefer a differential oncost applied.

Container allowance

89 per cent were not satisfied that the present container allowance enabled them within the remuneration of the contract to present all preparations dispensed in a suitable manner; 89 per cent were not satisfied that sufficient allowance was made for increasing investment in new stock, losses on "dead stock" etc.

95 per cent were not satisfied that sufficient attention had been paid to increased costs involved in the collection of prescription charges and 80 per cent considered that the collection of prescription charges had appreciably added to costs.

98 per cent were not satisfied that the dispensing fee was sufficient to present costs in labour;

68 per cent were not satisfied with the method of accounting whereby payment was made on a split month in arrears basis; 75 per cent were not satisfied with the mechanism by which they were able to question the workings of the pricing bureaux with respect to pack sizes, dead stock, extra costs etc.

Rota services and urgent scripts

68 per cent would prefer to see a more detailed breakdown of remuneration;

91 per cent were not satisfied with the rates of remuneration for rota services and the dispensing of urgent prescriptions; 68 per cent were not satisfied with the terms of contract relating to hours of service.

98 per cent were satisfied that the basic working of the Contract for the dispensing of prescriptions should be through contracting retail pharmacies and not through NHS supported units where the pharmacist was salaried.

55 per cent were not satisfied with the constitution of the Central Contractors Committee and 44 per cent would rather see an alternative constitution (33 per cent did not know whether they would rather see an alternative constitution. The authors ask: Is this indicative of an ignorance amongst contractors of the constitution of this committee?)

73 per cent would prefer professional negotiators as permanent members of the CCC and the same percentage would be prepared to meet the probable cost of "several pounds per contractor per year" for the maintaining of the structure of a CCC with professional negotiators as permanent members.

In the light of the response the authors say that contractors should set about the cessation of their contract and re-negotiate a new one suited to the present needs of the Health Service and based on a realistic structure which would support the proper provision of services from pharmaceutical units whose sustained usefulness to the community would be ensured.



Chemists' Mutual Insurance clerk Miss Valerie Holmes has taken the Miss International 1969 title in a beauty contest held in Tokio, Japan. Earlier in the year she was runner-up in the London Evening News Miss Office World

contest and later she won the Miss Britain title. The latest win brings 22-year-old Miss Holmes a £2,300 cash prize and a pearl tiara. Miss Holmes had been on leave of absence from CMI, but it is understood she has given up her CMI post

US report

UK drugs voted as 'major advances'

A *Medical Letter* poll shows that no less than five out of the 15 "major therapeutic advances of the decade" selected unanimously by 170 leaders of the US medical profession were the result of British pharmaceutical research.

Of the other 10 medicines chosen as "the outstanding medical developments," six were discovered by US pharmaceutical firms, one was developed by a Swiss firm, and three came from US government or university laboratories.

In a wider poll which produced a list of 26 named prescription medicines that had made "an important contribu-

tion to the prevention, cure and alleviation of disease in man", US firms had 12½; UK six; Swiss firms two; US academic and government laboratories 3½; German one and British research laboratories one.

The 15 medicines named as major therapeutic advances: measles, mumps and oral polio vaccines, (US); ampicillin (Penbritin, Polycillin, Principen, Omnipen) (UK); methicillin (Staphcillin (UK); oral contraceptives, (US); chlorothiazide (Diuril), (U.S.); clofibrate (Atromid-S) (UK); actinomycin D (Cosmegen) and vinblastine (Velban) (US); imipramine (Tofranil) (Swiss); propranolol (Inderal) (UK); clomiphene citrate (Clomid) (US); griseofulvin (Fulvicin, Erifulvin, Grisactin) (UK) and allopurinol (Zyloprim) (UK firm in US laboratory).

NEWS IN BRIEF

- An English edition of the Hungarian Pharmacopoeia is being put on the market at the end of the year.
- A study of the immunological factors in liver transplantation and in the development of cirrhosis is being supported by a grant from The Wellcome Trust to Dr R. Williams of King's College Hospital Medical School.
- The National Chamber of Trade has published a new membership leaflet to help recruitment. The publication pinpoints basic facts about the service offered through the movement, and is being offered in batches of 100 at 37s 6d.
- An estimated £22,000 worth of drugs—32½ lb of marijuana and 300 containers of Methedrine injections—were seized by Australian customs officers in Sydney recently. Two men have been charged, one for drug importation, the other for possession.
- The September-October issue of *World Health*, the magazine of the World Health Organisation, is devoted to women health workers. It includes an article on the education and work of an Austrian woman pharmacist, Mrs Margaret Jandl, who is in charge of a pharmacy at Rust.
- Hammersmith, London, junior school population will soon be sporting badges in psychedelic colours bearing the caption "I'm Not a Mad Eater." To get a badge the child must be made dentally fit or have maintained dental fitness from a previous course of treatment. Ronson Products Ltd are providing a trophy for the school with the best dental health record.

SPORT

Edinburgh Chemists' Golf Club. August 6. Baberton (Organon prize)—G. W. Allan 73 (6) 67; best scratch, C. F. Ireland 74; section one, T. R. Johnson 79 (10) 69; section two, H. H. Campbell 97 (22) 75. August 20, Bruntfield. (Sponsored by Thomas Kerfoot & Co Ltd)—J. B. Murray 90 (22) 68; best scratch, W. Renton 75; section one, G. E. Allan 79 (9) 70; section two, J. Linton 92 (20) 72. August 27, Prestonfield (Raines Tankard)—T. R. Johnson 81 (10) 71; best scratch, A. Graham 79; section one, T. Hare 88 (14) 74; section two, T. Ewing 91 (16) 75.

Irish Chemists' Golfing Society. Good weather and an excellent turn-out of members were the features of the Society's outing to the Hermitage on August 21 to compete for prizes presented by Gillespie and Co Ltd. Results: 1, D. Arnold (13), 40 points; 2, P. Garahy (10), 40 points; 3, D. McHugh (10), 38 points; 4, B. Cullen (18), 38 points. Best score on the first nine holes, W. Dalton; on second nine T. W. Lynch. Prizes were later presented by the managing director of the company, Mr A. B. Hensey.

Bowls: Ulster Chemists' wholesalers vs retailers annual match was played on August 22 at the UTA Bowling Club, Jordanstown, co. Antrim. Wholesalers won by 4 shots. Wholesalers, A. E. Atkinson 11; A. Steen 10; W. Dinnen 18; W. McNally 15; total 54. Retailers, J. Patterson 12; J. McKee 13; R. Watson 5; G. Hamilton 20; total 50.

After the match the cup was presented to Mr J. McCullough, captain of the winners.

The Xrayser column

Drugs and the community

In his Conference lecture, Professor O. L. Wade ended his discourse by saying that the main duty of a professor was to profess, by making an open declaration of his sentiments and beliefs. The speaker was obviously gravely concerned at the present-day trends in prescribing. He believed, he said, that doctors prescribed drugs too often, and that it was becoming increasingly important to use them only when there was a clear indication for their use. Multiple prescribing or the unnecessary use of mixtures of drugs should be avoided, he went on, and many doctors were too easily persuaded to use new drugs.

Professor Wade referred to the belief of doctor and pharmacist at the beginning of this century in the efficacy of their remedies. He said that that attitude toward medicines had persisted, adding that nowadays there is, in many cases, an uncritical acceptance that cure is sure to be hastened by drug therapy. In saying all that, Professor Wade was endorsing the expressed views of others who have been pre-eminent in their day and generation. It does little harm to study the lives of such as Sydenham and Locke. Sydenham, born in 1624, said:

"Indeed if I may speak my mind freely, I have long been of the opinion that I act the part of an honest man and a good physician as often as I refrain entirely from medicines, when, upon visiting a patient, I find him no worse than he was yesterday; whereas, if I attempt to cure the patient by a method of which I am uncertain, he will be endangered both by the experiment I am going to make on him and by the disease itself; nor will he so easily escape two dangers as one."

Doing nothing at all

On another occasion, Sydenham said: "For I do not think it below me or my art to acknowledge with respect to the cure of fevers and other distempers that when no manifest indication pointed out to me what should be done, I have consulted my patient's safety and my own reputation most effectually by doing nothing at all." Locke, born eight years later than Sydenham, wrote that it was "better to doe no thing than to doe amiss."

I know that the view is held that if the physician of today fails to prescribe, he is in danger of his patient seeking transfer to the list of another. Of that, no new phenomenon, Sydenham said that it was "much to be lamented that abundance of patients are so ignorant as not to know that it is sometimes as much the part of a skilful physician to do nothing as at others to apply the most energetic remedies, whence they not only deprive themselves of fair and honourable treatment, but impute it to ignorance or negligence."

Those rather lengthy quotations are significant, read in conjunction with Professor Wade's reference to treatment in the early years of this Century when the simple bitters, elixirs and unguents had little pharmacological action, and could have done little harm. But in a world of clever scientists and advertising techniques "more appropriate for cosmetics than for drugs," as Professor Wade said, is the profession of medicine likely to pay much attention to Locke, Wade or Sydenham?

The past and the present

On another platform, Professor A. G. Macgregor referred to the inherent naivety and gullibility of doctors and public alike that had led to the marketing of drug combinations. In many ways it may seem that medical audiences would have been a more appropriate target than pharmaceutical, but for the influence of the manufacturer. But a study of history is sometimes rewarding.

COMPANY NEWS

Yugoslav medicines shown in Britain

Products of Pliva pharmaceutical and chemical works, Zagreb, Yugoslavia, were on display at an exhibition staged by the organisation in London, September 16-18.

Yugoslavia's pharmaceutical industry began to develop after the 1914-18 War. At first, production was chiefly confined to manufacturing finished products from imported raw materials. The past fifteen years have been a period of rapid development. Consumption of medicines rose from dollars 2·9 per capita, to dollars 10·7, and today the Yugoslav pharmaceutical industry covers 96 per cent of home requirements.

Recent development of Pliva has been based on its own research. The research institute, plus a number of well equipped laboratories, was built in 1952. New production plants were established and the existing ones enlarged and modernised.

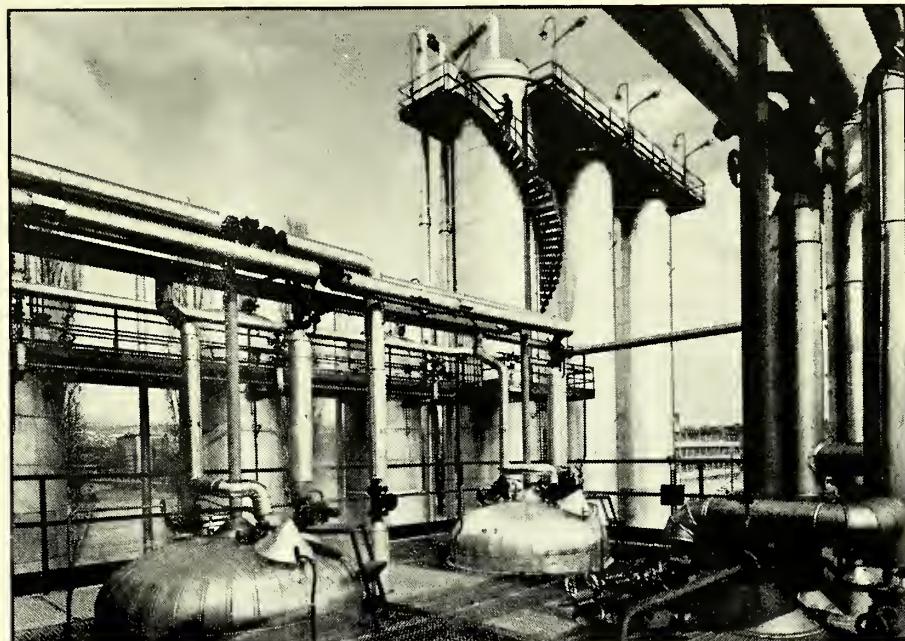
Currently Pliva is dealing with the manufacture of raw materials for its own synthetic production, and the production of final medicines from its own chemicals, often under agreement with world producers of pharmaceuticals. Pliva's production of pharmaceutical chemicals covers 80 per cent of the total Yugoslav output. Sulphonamides have been manufactured on an industrial scale since 1951. Vitamin C and vitamin B-6 are manufactured according to Pliva's own procedures, which have secured for the organisation an important place among world producers. Antihistaminics, antihypertensives, spasmolytics and other substances are also manufactured.

Production of oxytetracycline began in 1959 and now occupies main place among Pliva's exports. It is marketed as a pharmaceutical substance and as a branded speciality under the brand name Geomycin, and in combination with vitamin B-complex as Bemycin or with other antibiotics as Adimicin or Geonistin, or with corticosteroid as Geokortin.

About 100 Pliva patents have been registered in various countries (six in Britain).

Thirty per cent of Pliva's production today is exported, the main export articles being basic materials produced by synthesis, fermentation or extraction, and specialities. Pliva's oxytetracycline and sulphonamides are understood to be purchased by drug manufacturers all over the world.

Pliva's intention in staging the exhibition has been to expand its business with leading British pharmaceutical companies.



Part of Pliva pharmaceutical and chemical works at Zagreb, Yugoslavia

Wilkinson Sword profit

Group profit of Wilkinson Sword Ltd for the half-year ended June 30 was £620,000 (against £1,677,000 in the same period of 1968). After tax the profit was down to £321,000 (£957,000) but the interim dividend is effectively unchanged at 5 per cent.

Forecasting a profit figure for the full year in the region of £2m., before taxation and minority interests the chairman, Mr Peter Randolph, said the decrease in profit level during the first half had been brought about by a number of factors—a decrease in consumer spending in the first quarter and the effect of the present economic climate on trade generally, the rising cost of selling in the world's markets in a highly competitive business and increasing development costs incurred in preparing new profits. While results for the first six months had been disappointing he believed that the second half of the year would improve considerably.

Aspro merger go-ahead

Consents in principle have been received from the United Kingdom and Australian exchange control authorities to the proposed fusion of Aspro-Nicholas Ltd and Nicholas Australia Pty Ltd (see *C&D*, August 30, p 178).

The offer has now been circulated to shareholders.

Business briefly

Arnold & Ley Ltd are moving to 131 High Street, Brentwood, Essex, on September 29.

Astra Chemicals Ltd is the title by which Astra-Hewlett Ltd will be known from November 1.

H. F. Breakspear (Marlow Rd.), Ltd., Marlow Road Corner, Maidenhead, Berks,

have closed down because of road development.

Mr C. G. Wood, MPS, has acquired the business of Osborne & Beeby Ltd, 19 St John Street, Ashbourne, Derbyshire.

London Export Corporation Ltd are moving to 27 Greville Street, London EC1 on September 20 (telephone: 01-242 9133).

Mr William Collins MPS, is acquiring on October 1, the business of Mr Joseph Black MPS, 13 Wellmeadow Street, Paisley.

Smith & Pringle's pharmacy at 28 Brandon Street, Hamilton, Lanarks, has closed. The business was owned by Mr J. F. Smith until earlier this year when it became a partnership.

C. H. G. Jourdan Ltd are closing their Leyton, London E 10 factory and offices as from September 30. The address of the sales office is 27 Maddox Street, London W 1 (telephone: 01-499 4766).

Appointments

Total Beauty Ltd have appointed Mr F. D. Robinson their financial director.

A. C. Nielsen Co Ltd have appointed eight new associate directors. They are: Dennis Axford, David Charlton-Jones, Jim Connelly, John Dickinson, Morris Jones, Mike Lee, Norman Staples and Leo Murphy.

Leichner (London) Ltd have appointed Mr Paul Hodgson, Kingshead, Upton by Chester, Chester, their northern area representative.

Lentheric Ltd have appointed five new directors to the board. They are: Messrs. D. H. L. Batchelor, A. W. Hannah, F. J. Hermen, D. E. J. Kendall and G. G. Moore.

PEOPLE

Mr W. R. Whitten, Fort Worth, Texas, has been elected 1970-71 president of the American Pharmaceutical Association. Lloyd M. Parks has been elected vice-president. The new officers will be installed at the association's annual meeting from April 12 to 17 in Washington DC.



Mr Grenville Hazlitt, chairman of the Hygiene products division, Lilia-White (Sales) Ltd, had his retirement marked recently by a surprise party given by 200 employees of the company covering the highlights of his career. Presentations were made and a gigantic birthday cake was given to him on the chimes of Big Ben sounding midnight and his sixty-fifth birthday. Mr Hazlitt had been chairman of the division since 1958.

Deaths

Bramley: On August 27, Mr John Charles Bramley, MPS, 43 Tennyson Road, Wissey, Bradford 6, Yorkshire aged 70. Mr Bramley qualified in 1915.

Evans: On August 26, Mr Gwilym Mathias Evans, MPS, Medical Hall, Church Street, Beaumaris, Anglesey. Mr Evans qualified in 1930.

Gardner: On August 24, Mr John Kenneth Gardner, MPS, 1 Oxford Street, Ulverston, Lancashire. Mr Gardner qualified in 1932.

Harper: On August 23, Mr Robert Harper, MPS, 5 Waddon Bridge Parade, Waddon Road, Croydon, Surrey, aged 68. Mr Harper qualified in 1923.

Jeffrey: On August 30, Mrs Jessie Geddes Jeffrey, MPS, 19 Dunard Road, Rutherglen, Lanarkshire, aged 67. Mrs Jeffrey qualified in 1928.

Murray: Recently Mrs. Mary Clara Murray, 190 Whitehall Road, Terenure, Dublin. Mrs. Murray qualified as a pharmacist in 1959 and was in business on her own account until recently when, for health reasons, she disposed of the pharmacy.

LETTERS

Author of telegram

As one of the authors of the open telegram to the Chemists' Action Group Council members, may I say —yes, believe it or not, we do care! One of the reasons most of us make time from our own businesses is to discover current ideas in pharmacy.

Whether or not we agree with the CAG, they do represent an important body of opinion, and it would be most interesting to talk to them. Unfortunately we cannot meet them face to face at other times, since it is necessary to make the normal holiday arrangements in order to leave one's pharmacy.

W E James,
Canvey Island, Essex

Profit rates cut

I enclose for the benefit of your readers a letter I have sent to William R. Warner & Co Ltd:

I have received your notification of increased prices for Veganin, and I am appalled to find that in two of the three sizes, our profit rates have been cut.

You, sir, and no doubt all your colleagues and fellow employees of Warners, have surely had increases of income over the past few years. Why then should we be singled out for reductions? Our profit rates are our incomes, and we are not in a position to increase our margins ourselves by increasing the selling price of, for example, Veganin.

For your interest and, I hope, favourable reconsideration, I append the old and new profit rates for Veganin.

	OLD	NEW
2s 3d	27·2 per cent	2s 4d 26·8 per cent
3s 5d	22·2 per cent	3s 7d 22·5 per cent
6s 8d	22·3 per cent	6s 11d 21·8 per cent

C. R. Thewlis
Middlesbrough, Yorks

[Messrs Warner have sent us a copy of their reply to Mr Thewlis:—]

I would like to assure you that a reduction in your profit margin [on Veganin] would conflict with our policy of continuing support for the retail pharmacist. For this reason, we were particularly anxious to maintain your overall margin thereby increasing the actual profit you make from Veganin when it became necessary to increase prices. We were, therefore, somewhat surprised at your suggestion that Veganin is now less profitable than previously.

As you can see from the figures below, our calculation of the comparative profit figures, as a percentage of retail selling price, differs somewhat from yours, particularly on the 50-tablet pack.

	OLD	NEW
10's	27·03	26·79
20's	22·22	22·40
50's	22·27	22·34

In order to calculate whether Veganin as a whole would be more profitable to the

retailer we first worked out the ratio in which the three packs are sold on a national basis and then calculated the overall profit to the retailer.

In the United Kingdom Veganin is sold in the ratio of 4 dozen 10's to 4·6 dozen 20's to 3·3 dozen 50's. When sold on this basis your actual profit on this quantity increases from 129s 11d to 135s 6d, an increase of 5s 7d (4·3 per cent). In addition, your profit margin, as a percentage of retail selling price, increases from 23·17 to 23·21.

I hope you can see from the above figures that the recent price changes have resulted in making Veganin an even more profitable product to the retail pharmacist.

R. Wilkinson

Scrap legislation

It is high time that completely fresh thinking was brought to bear on the subject of the future of pharmaceutical service.

Since the Chemists' Federation case of 1958, when retail "pharmacy," collectively designated "chemists" without reference to us by the Restrictive Practices Commission, was completely condemned to the present day, all of us have been using the words "pharmacy," "pharmacist" and "chemist" under the impression that these titles confer a status and protection on our members by virtue of legislation passed years ago, when conditions were completely different. I submit, sir, that that legislation should be scrapped, as it was slipshod when originally framed and the therapeutic revolution since has rendered it even more meaningless.

The Pharmaceutical Society's attempt a few years ago to define pharmacy in its Report on the Practice of Pharmacy was rendered meaningless by members' insistence on including cosmetics and photographic accessories, as these were "traditional."

Now that, under the Medicines Act, potent medicines are to be separated from innocuous household remedies, let us base our definitions of pharmacy on the definitions of the Medicines Act. If, under these circumstances, 10,000 pharmacies cannot make a reasonable living out of providing a pharmaceutical service for 55 million persons we shall only have ourselves to blame.

May I urge consideration of these facts:

- Incidence of purchase or sales tax, SET and PAYE result in the law of diminishing returns operating crucially at a turnover of £15,000 a year.
- The extra floor space needed for sales of non-pharmaceutical items is now so expensive that the profits are negative except in shops of the multiple or supermarket type.
- With the decreasing numbers of pharmacists in general practice our salary differentials will narrow between employees and self-employed but will rightly reflect both hard-won status and productivity.

Keith Jenkins
Bovingdon, Herts

Poser Solution

Last week's problem prescription was for Franol.

COMMENT COMMENT COMMENT COMMENT COMMENT

Best service for most people

One of the most outstanding accomplishments of the document on the planning and provision of pharmaceutical services in areas of low population density (p 270) is that it has been possible to reconcile the views of so many organisations with sometimes conflicting interests.

It is therefore a tribute to the committee that the main preoccupation has demonstrably been to find some means by which the maximum number of people can be provided with a proper pharmaceutical service. From the point of view of the pharmaceutical profession—and, we believe, the public—the proposals would meet a difficult situation as well as is practicable.

Almost every conceivable means of conveying medicines to the scattered community would be brought into play—part-time pharmacies, mobile pharmacies and collection points for prescriptions. There would also be encouragement to pharmacists to operate schemes in rural areas, in the form of subsidy and exclusive rights to the NHS dispensing contract in the areas they serve.

Unspecified dangers of contract limitation

There is one point, however, on which the parties to the document could not agree. The company chemists are opposed to the limitation of the NHS contract as involving "potential dangers," but as yet we have not been informed what those dangers might be. A danger for the multiples may be that their criteria for going into an area are different from those of other outlets and they would not wish to be prevented from dispensing NHS prescriptions by the pre-existence of another contractor. But, in the communities where limitation is anticipated, we are sure that the privilege will be granted only as a means of attracting a service where none would otherwise exist. There is also the safeguard that, if the service were not so good as could be provided, the position could be reviewed.

Whatever the pharmaceutical profession decides, however, there is still the question of the dispensing doctor. The proposals are obviously designed to make his services unnecessary in all but the remotest of areas. But they do not, and cannot, go all the way in answering the medical profession's desire to cling to its "rights." Only a clear-cut decision by the Health Departments to allow all dispensing

to be carried out by pharmacies wherever a service is provided can make the proposed schemes viable.

It is strongly to be hoped that the initiative now taken by the Society and other organisations, and their obvious desire to "put the patient first," will persuade the Minister to come off the fence.

Are drug combinations desirable?

The difference between the two speakers at the International Congress of Pharmaceutical Sciences who discussed the subject "Are drug combinations necessary?" (see p 267) would appear to be one of degree rather than of principle.

Both speakers were agreed that combination preparations were, on occasion, desirable, necessary and convenient but that many of those currently available were irrational. Main point of difference was on the effect such preparations had on prescribing. Dr Cromie stressed the convenience and safety of reputable manufacturers' products.

Professor Macgregor was concerned that the general medical practitioner should be able to practise specific and rational therapeutics. How far that is possible would, in the light of the information given in the papers by Professor Gross and Professor Ariens, seem doubtful in the present "overworked" conditions of doctors. Suggestions made in the ensuing discussion that the pharmacist might have a role to play in monitoring drug levels in patients may signpost the future development of the pharmaceutical profession. But they would involve considerable and probably expensive changes in the mode of life of retail pharmacists.

A point of more immediate consequence for the British pharmacist would seem to follow from the discussion on older combinations. Even Dr Cromie would like to see all old combinations screened. If that is necessary, and if doctors are to make some attempt at rational prescribing, the General Sales List allowed under the Medicines Act should be kept as short as possible.

If, in addition, it became regular practice for new drugs and combinations to be tested for incompatibility with medicines on the list and those, together with any "dietary" incompatibilities, were indicated on manufacturers' literature, the doctor's—and pharmacist's—task would be further simplified.

MEDICAL PRESS

Antidepressants alter hypotensives' action

Antagonism of the hypotensive effect of antiadrenergic drugs, such as guanethidine, by tricyclic antidepressants, has been predicted but little has been written about it.

Observation of apparent antagonism in two cases therefore led workers at Aberdeen Royal Infirmary and University to

review retrospectively all inpatients who had received such a combination over a 20-month period. It was found that good blood pressure control was achieved in only two of eight patients, whereas good control was achieved in 18 of 24 matched control patients who had not received an antidepressant.

The antihypertensives used were bethanidine and debrisoquine and the antidepressants imipramine, amitriptyline and nortriptyline.

Two possible explanations for the antagonism are put forward. One is that the simultaneous administration may produce hypersensitivity of the effector cells

released from the adrenergic nerve endings. The second is inhibition of the uptake of the hypotensive agent by the adrenergic neurone. (*Lancet*, August 13.)

Contemporary themes

Bethanidine and debrisoquine. Antagonism of the hypotensive action of. *Lancet*, September 13, p 564. Chromosome abnormalities in patients treated with chlorpromazine, perphenazine, and lysergide. *British Medical Journal*, September 13, p 634.

Acute barbiturate intoxication. *Journal of the American Medical Association*, August 11, p 893.

Mumps immunisation. Public acceptance of. *Journal of the American Medical Association*, August 11, p 901. **Sabin vaccine and poliomyelitis in Italy.** *Journal of the American Medical Association*, July 28, p 525.



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TRAINING FOR DISTRIBUTION

In an article specially written for the C & D, Mr G. A. Spencer, chairman, Distributive Industry Training Board, looks back at the Board's first year achievements and forward to its second year plans

It is just a year ago since I was invited to tackle this part time job, although my preliminary contacts with the trade began some 18 months ago. Up to then my daily dose of problems had been primarily concerned, though not entirely, with those of Britain's rapidly changing textile industries.

I quickly realised that my new (and additional) problems were of an entirely different character. I was told that two and a half million people needed training. Half a million firms had to be found, contacted, and their training needs and systems assessed. By any standards, even those of my own textile industry, immersed as it is in profound change, it was a colossal task.

I took the view, supported by the Board, that such a task could not be undertaken without the goodwill and co-operation of all sections of distribution. No man, nor group of men, could impose on such a diversity of commercial and business activity, dogmatic standards of training. Nor could we carry through a fair and sensible levy and grant policy without the backing of, at least, the organised sections of distribution—the trade associations, the Chambers of Trade, and the scores of periodicals in distribution whose influence is so important.

And so for the first year my prime aim has been to try to gain the confidence, the goodwill, and the backing of the trade. I like to think that in this respect at least I may have achieved some modest success.

Getting to grips

But we have done some solid work. We have launched a big research project to get to grips with the training needs of distribution. We have set up training committees within a wide range of specialised sections of distribution, and the experience and wisdom of these committees (the membership of which will be drawn from the trade itself) are going to be of immense value to the Board in future years. We have also laid down the details of our interim levy and grant policy, and spelled out for firms the think-

ing which will be in our minds when deciding what training grants to make.

This week we launch our first grant scheme. The first 10,000 grant claim forms and levy notices are being sent out. Meanwhile the job of building up our register goes on.

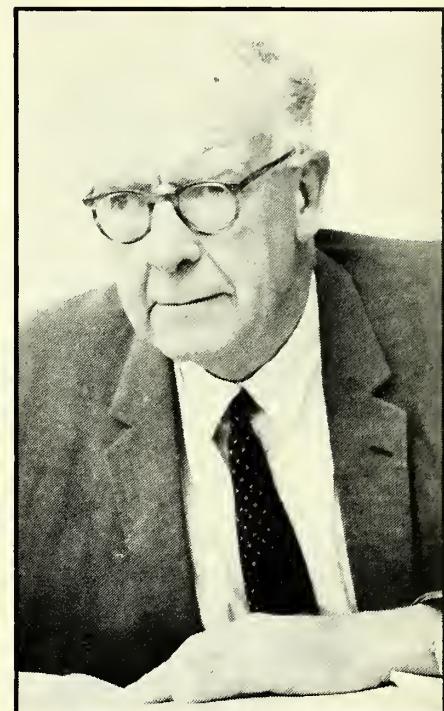
The pharmacist problem

In the massive search to unearth our "customers" we are constantly coming up against the question of whether a firm, or group of employees, comes within the scope of the Board's jurisdiction. Readers of the *Chemist and Druggist* will not need reminding of the problem which arose during the year about pharmacists.

The Board took the view that in the changing pattern of shop life pharmacists, like other qualified and specialised people, were having to take on new managerial responsibilities for which a measure of training was needed. Indeed, we know that many firms in the chemist trade not only expect of their pharmacists that they should undertake managerial functions, but even provide training courses to help widen their ability and experience. Even in the small chemist shop, owned no doubt by the one and only pharmacist on the premises, a knowledge far wider than pure pharmacy is very much required these days. The Board wants to give training grants to cover pharmacists, but it can only do so if their work is calculated for levy purposes.

However, I very much respect the tremendous feeling which pharmacists have on this issue. For the moment it has been agreed that pharmacists should not come within the scope of the Board. But this decision is not a once-and-for-all one. It will be reviewed next year, when both we, the chemist firms, and the pharmacists themselves will probably be in a better position to evaluate the problem and the implications of a possible long-term solution.

What of the future? Well, I think you are going to see our main activity in the coming months concentrated on developing our training services. We intend to set up some 13 operating centres through-



Mr G. A. Spencer

out the country to provide training advice and help at local level. The centres will be run by principal area training advisers who will work closely with Chambers of Trade, Chambers of Commerce, trade associations, local government and other bodies. They will also work in close association with local Colleges of Further Education. And one of the big jobs they will tackle will be the fostering of group training schemes.

We shall also be appointing more training advisers at head office, as well as sponsoring other training specialists with the trade associations. Our sole object in all this activity is to help firms and organisations to identify their own training needs, and not to impose on them some kind of standardised training formulated in the backroom of a remote bureaucracy.

Insight into training needs

We shall also, of course, be reviewing our grant and levy policy. We hope that our first grant claim form is going to give us a considerable insight into training needs—and accomplishments too—of distribution. It has been deliberately designed to provide us with the basic, detailed information which will enable us to get to grips with the real needs of our "customers."

In expanding our services and refining our policies then, I have no doubt we are going to value that ground-work of goodwill and co-operation which I have been so anxious to foster in the first 12 months of our existence.

I cannot speak too highly of the courtesy, friendliness and helpfulness which has been extended to me by all sections of the trade. This has been a tremendous encouragement to me in trying to make real practical sense of a most difficult job.



FIP 1969 LONDON

Interactions of drugs

A two-part symposium on "Drug interaction and enzyme induction by drugs" opened the FIP working sessions.

At the first session, on enzyme induction, PROFESSOR H. REMMER, University of Tübingen, Germany, reviewed animal experiments which showed that a wide variety of compounds could activate liver microsomal enzymes so that drugs given subsequently would be metabolised more rapidly. The induction of the enzymes was a non-specific phenomenon.

Requirements for a compound activating drug-hydroxylating enzymes were high lipid solubility, high concentration in the liver, and long duration of action. The most efficient inducers were drugs and insecticides that accumulated in the body, for example phenobarbitone and DDT.

Induction was characterised by an increase of the drug-hydroxylating enzyme cytochrome P₄₅₀ and seemed to act as a trigger to initiate augmentation of several other enzymes associated with the smooth membranes of the endoplasmic reticulum.

Enzyme induction in humans

DR A. H. CONNEY, Wellcome Research Laboratories, Tuckahoe, US, presented evidence of enzyme induction by drugs in humans. The stimulatory effect of one drug on the metabolism of another had, he said, important therapeutic implications and should be considered when drugs were given in combination.

Among examples given was the stimulation by barbiturates of enhanced metabolism of coumarin anticoagulants, diphenylhydantoin, griseofulvin, digitoxin, dipyrone, cortisol, testosterone and bilirubin. The last effect had been useful in the treatment of hyperbilirubinaemia in man.

Stimulation of diphenylhydantoin metabolism by phenobarbitone was not a problem in management of epilepsy because the latter drug also possessed anticonvulsant activity. However, simultaneous administration of diphenylhydantoin with drugs that enhanced its metabolism but

lacked anticonvulsant activity could present difficulty.

Glutethimide enhanced the metabolism not only of warfarin and dipyrone, but of itself, possibly accounting for the development of tolerance to glutethimide.

Cigarette smoking

Cigarette smoking enhanced the hydroxylation of the carcinogen 3,4-benzopyrene and it was likely that some of the polycyclic aromatic hydrocarbons present in the smoke induced benzopyrene hydroxylase activity. Activity of that enzyme in the human placenta varied over a 25-fold range in persons smoking the same number of cigarettes and it was possible that those in whom induced activity was lower were the more susceptible to the carcinogenic activity of the smoke.

Phenobarbitone and other stimulators of drug metabolism also enhanced the metabolism of normal body constituents in man, for example steroids and as mentioned earlier, bilirubin.

During the discussion, Professor Remmer warned that not all drugs would be eliminated from the body by enzyme action—antibiotics were excreted unchanged in the urine and were not affected by enzyme induction. However, most drugs affecting the central nervous system had a high lipid solubility and were metabolised by the hydroxylating enzymes, an exception being tolbutamide.

DR M. ROWLANDS, US, also issued a warning on the interpretation of findings. He said it had been shown that the phenobarbitone-griseofulvin interaction was not due to enzyme induction but to a decrease in the absorption of griseofulvin given orally. He thought the same might apply in the case of other sparingly-soluble drugs.

Final speaker in the session was DR. W. GRUBER, Boehringer Mannheim GmbH, Germany, who described the microstructure of the liver cells, the isolation of their constituents, and the determination of enzyme activities. The symposium continued on Tuesday morning with papers on the enhancement and the reduction of drug action by drug combinations.

The enhancement aspect was dealt with

by PROFESSOR F. H. GROSS, University of Heidelberg, who said that drug combinations should give either greater effectiveness, greater security or a wider spectrum of activity. The classical example of giving a wider-spectrum activity was the combination of an analgesic with a sedative or hypnotic. A modern application was the combination of a phenone with an analgesic (e.g. butyrophenone with morphine) in neuroleptanalgesia.

A recent development was the attempt to influence adsorption, excretion or metabolism so as to enhance activity. Despite progress, there remained scope for further development if satisfactory adjuvants could be found.

Unreliable procedure

To use combinations of antibacterial drugs to eliminate bacteria in a disease that had been incompletely diagnosed was an unreliable procedure. The extent to which such combinations could delay the emergence of mutants to any one of the constituents depended on the way in which the mutants were produced—in a multiple-step pattern as in penicillins or by a single step as with streptomycin.

A new synergistic principle had recently evolved from the observation that diaminopyrimidines interfered with folate metabolism. An example was trimethoprim, which had an antibacterial activity of its own but which, when combined with a sulphonamide, resulted in a preparation with a wider spectrum than either of the components used singly.

The aspect of reduction of drug action by combinations was dealt with by PROFESSOR E. J. ARIËNS, University of Nijmegen, The Netherlands, who said that drug interactions could be classified as those that resulted in reduced pharmaceutical availability (these he did not discuss); in biological availability or in response obtained at certain plasma or tissue levels of the drug.

Reduced biological availability could be due to several causes, such as changed intestinal function or changed pH in the body fluids.

Chemical or physical interaction between drugs frequently occurred in pharmaceutical incompatibility. Drug-drug interactions that took place before absorption of the drug were a borderline case.

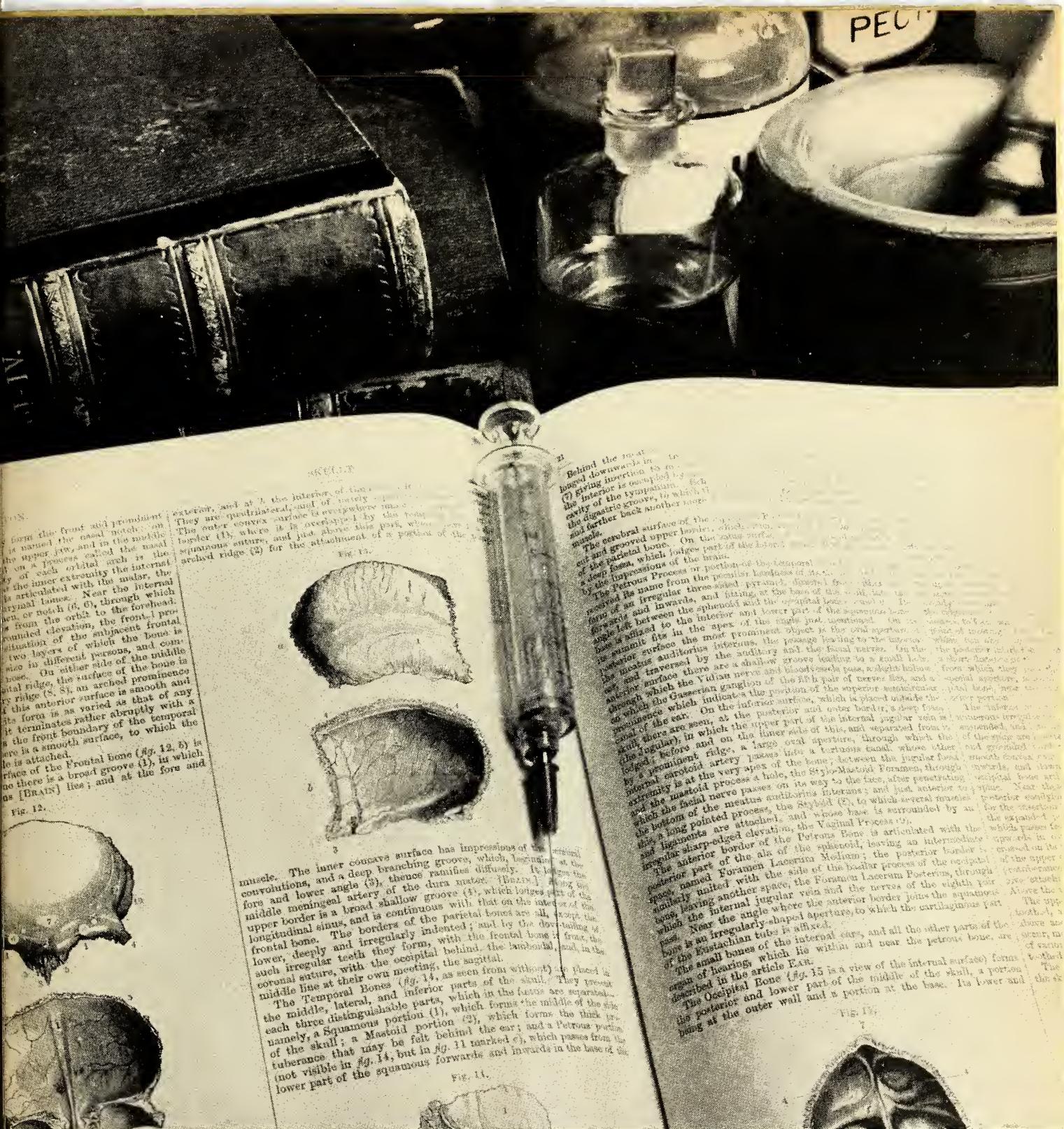
As to drug-drug interactions in the body, the antagonism between heparin and protamine and the antidotal action of various chelating agents against metallic poisoning examples.

A decrease in biological availability could be caused by drug-changed drug transport.

An example was the reduction of uricosuric action of phenylbutazone and probenecid by salicylic acid.

A general phenomenon in biochemistry was that the application of compounds for a certain period often led to an increased capacity of the enzyme system involved in their conversion.

For many drugs administered chronically because of the drug-induced increase in metabolic degradation, the plasma levels reached decreased after some applications, and a tolerance developed. The



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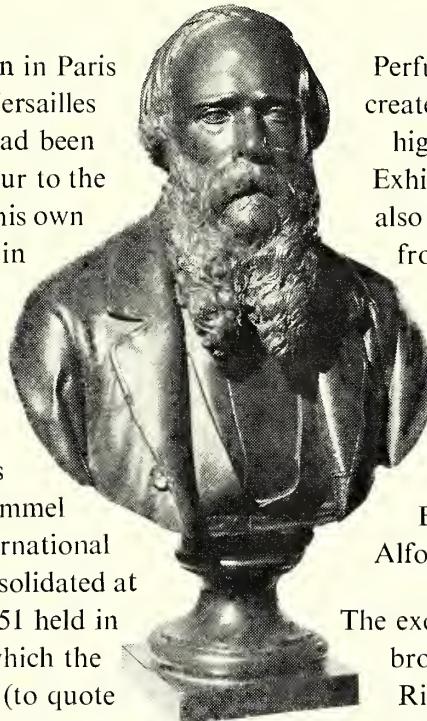
New Marigold Lightweight...



Rimmel

Eugene Rimmel was born in Paris in 1820, and educated at Versailles College. His father (who had been trained by Lubin, parfumeur to the Empress Josephine) set up his own perfume house in London in 1834 and sent for Eugene to join him. In 1842 his father retired, leaving Eugene in sole control.

Under Eugene Rimmel's direction, the House of Rimmel quickly established an international reputation, which was consolidated at the Great Exhibition of 1851 held in London's Hyde Park, at which the Rimmel perfume fountain (to quote a contemporary) 'made Rimmel and perfumery almost synonymous terms.'

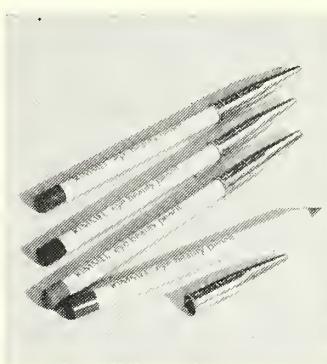


Perfumes and beauty preparations created by Eugene Rimmel won the highest awards at International Exhibitions; and he was honoured also by Warrants of Appointment from many of the crowned heads of Europe. The list included Queen Alexandra; Sophie, Queen of the Netherlands; Marie Henrietta, Queen of the Belgians; Isabella II, Queen of Spain; Napoleon III, Emperor of France; and Don Alfonso XII, King of Spain.

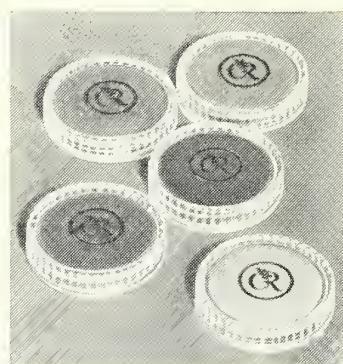
The excellence of the creations which brought world renown to Eugene Rimmel is upheld in the series of finest-value beauty preparations which Rimmel presents to the world today.

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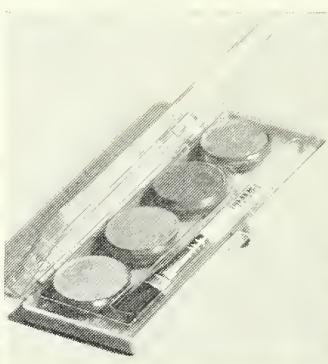
Rimmel FOR THE EYES



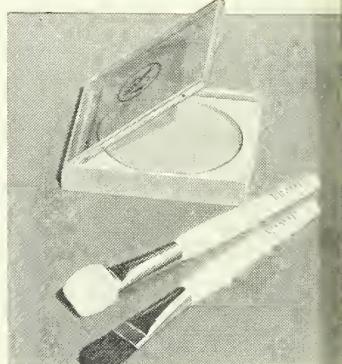
EYE BEAUTY PENCIL 2/5
Shades: Black, Dark Brown,
Light Brown, Grey.



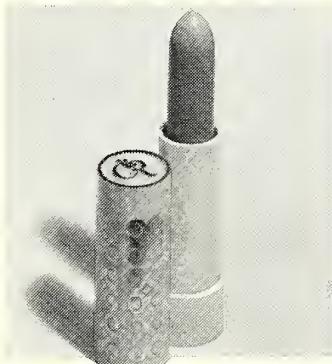
EYE SHADOW CREAM 2/5
Shades: Blue, Green, Blue/Green,
Grey, Turquoise.



EYE SHADOW PALETTE 5/10
Blue/Green/Silver/Gold,
Amber/Blue/Green/White,
Coffee/White/Lilac/Grey.



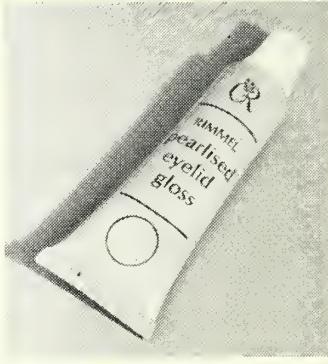
COMPRESSED EYE SHADOW 2/5
10 shades, including Gold and Silver.
EYE SHADOW BRUSH 3/5
EYE SHADOW APPLICATOR 3/7



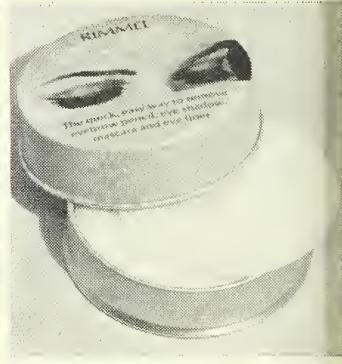
EYE SHADOW STICK 2/5
Ten shades, including Gold, Frosted
and Whiteglow.



CAKE EYE LINER Four shades. 2/5
LIQUID EYE LINER Five shades. 2/5
EYE LINER BRUSH 2/5



PEARLISED EYELID GLOSS 3/11
Shades: White Pearl, Blue Pearl,
Green Pearl, Lilac Pearl.



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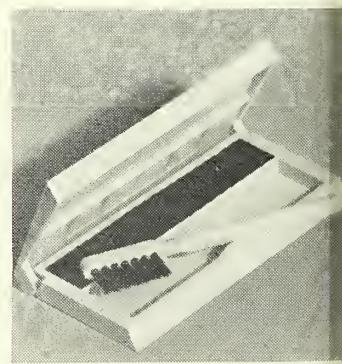
BRUSH-ON MASCARA 4/11
Black, Dark Brown, Blue, Charcoal.



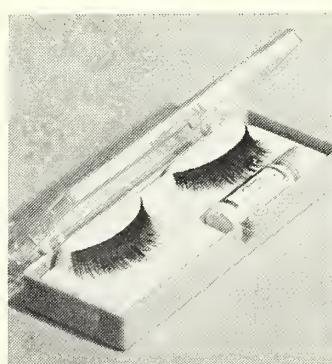
LASH THICKENER MASCARA 3/11
Black, Dark Brown, Blue, Charcoal.



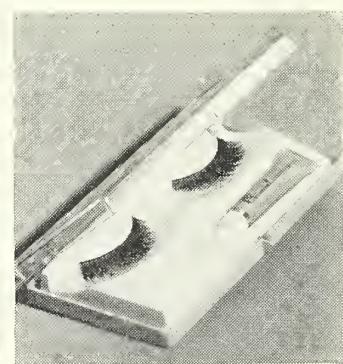
ROLL-ON MASCARA 2/5
Black, Dark Brown, Blue, Charcoal.



BLOCK MASCARA 2/5
Black, Dark Brown, Blue, Charcoal.



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EYELASHES (Real Hair) 14/9



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WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

Trade prices are given per dozen. **Bold upright figures** (2 9) in the retail column indicate the price is subject to retail price maintenance. **Italic figures** (2 9) are manufacturer's recommended price. **Light upright figures** (2 9) are a suggested guide.

~~A=Price Advanced. R=Price Reduced.~~ ●=New entry. D=Delete. C=Correction. I=Insert.

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TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR
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	Trade	Tax	Retail	D		Trade	Tax	Retail	D		Trade	Tax	Retail	
Drenison (413 Lilly) existing entry						Fernico (333 Cupal)	26 3	—	3 9		Intalbut (1490 IAP5) †s4B			
Drenison (413 Lilly) T5						Fete (Molyneux (194 Bronnley))	—	—	65 0		tablets 100mg 1000	60	Oea —	
cream	15g	9 3ea	—			poudre parfumee	—	—			Intaloxin (1490 IAP5) T5	133	4ea —	
with neomycin	15g	9 11ea	—			Fille d'Eve (963 PNR) existing entry	D				tablets 250mg 1000	—	—	
ointment	15g	9 3ea	—			perfume	F90	26 7ea	14 3ea 55 6	I	Intalpen (1490 IAP5) TS	—	—	
with neomycin	15g	9 11ea	—			F81	34 6ea	18 6ea 72 0			tablets 125mg 1000	85	Oea —	
Drurys (389 Drury)						F88	46 7ea	25 6ea 96 9			tablets 250mg 1000	160	Oea —	
Drurys (246 Chambers)						F21	74 6ea	39 8ea 153 6			Intalpram (1490 IAP5) †s4B			
Dunlop (396 DC)						F21	127 6ea	68 1ea 264 0			tablets 25mg 1000	111	Oea —	
hot water bottles						de luxe	F33	89 1ea	47 9ea 185 0			Intalsalone (1490 IAP5) T5		
Colsline	76 0	—	9 6			toilet water	F7	20 6ea	11 6ea 42 6			tablets 1mg 1000	18	Oea —
Cosimax	29 1ea	—	37 4			F6	32 10ea	17 7ea 68 3			tablets 5mg 1000	62	6ea —	
Deep Sleep	24 3ea	—	31 4			F5	52 0ea	27 11ea 108 3			Intalsone (1490 IAP5) T5			
Flag	69 0ea	—	8 8			Freesia (1355 Yardley)					tablets 1mg 1000	18	Oea —	
Golliwog	90 0	—	11 3			perfume	1891	79 0	43 6 13 6			tablets 5mg 1000	62	6ea —
Quiltree	105 0	—	13 2			perfumed Cologne	1884	73 0	40 2 12 6			Isomat-Rapid (16 AGL) existing entry		
Renown	81 0	—	10 2			Fresh'n Dainty (506 Gerhardt)					Isomat-Rapid (16 AGL)			
Symbol	64 0	—	8 0			(distributors 430 Eucryl)					camera	165	2ea 77 3ea 33 4	
house gloves						(distributors 366 DR & A)					outfit small	186	10ea 87 4ea 374 9	
Manicare	42 0	5 4	5 9			Frooky (127 Bioglan)					large	211	4ea 98 10ea 424 0	
Duobac (1413 P & S) TS						tablets	100	30 0	—		camera C	209	3ea 115 1ea 437 0	
Duphalac (324 Crookes)						1000	20 0ea	—			case	29	7ea 116 3ea 61 9	
syrup	200ml	17 8ea	—			Furacin (1153 5KF)					Iso-Pak (16 AGL)			
	21	159 0ea	—			solution	500ml	28 6ea	—		flash gun	21	11ea 12 1ea 45 10	
Durex (774 LR)						16oz	—	—			Iso-Rapid (16 AGL) existing entry			
diaphragms flat spring	96 0	—	—			Furadantin (1153 5KF)					Iso-Rapid (16 AGL)			
coil spring						suspension	150ml	96 0	—		camera	30	7ea 16 10ea 63 11	
Eade's (67 Ashe) †s4B						2l	92 0ea	—			outfit without flash	34	7ea 19 0ea 72 2	
pills	60	65 7	23 5	10 0		4oz and 8oz	—	—			with flash	68	6ea 37 8ea 143 1	
	120	101 0	36 0	15 0		Furoxone (1153 5KF)					camera C	62	10ea 34 7ea 131 3	
Easifin (1160 Solport)						suspension	300ml	99 0	36 4 15 5			outfit	69	9ea 38 4ea 145 9
finger stalls leather small	10 0	—	1 3			8oz	—	—			outfit IC	60	6ea 33 0ea 124 4	
med.	10 6	—	1 4			Gastrinol (956 Peptinol) † DDI					autoset	74	5ea 40 11ea 155 5	
large	11 0	—	1 5			(distributors 1545 Vestrict)	12	Sea	4 7ea 20 6		lady set IC	78	3ea 43 0ea 163 4	
ex. large	11 9	—	1 6			Graxo (518 Glaxo)					C	89	3ea 49 1ea 186 5	
ex. ex. large	12 9	—	1 7			vaccines					Jabad (664 J5 & C)			
Effer-C (312 AC)						diphtheria tetanus F.T.					Jabad (49 Aneson)			
tablets	10	39 0	—			diphtheria tetanus					Jeyes (671 Jeyes) existing entry			
Ekco (411 Ekco) existing entry						poliomyelitis inactivated					Jeyes (671 Jeyes)			
Ekco (411 Ekco)						poliomyelitis inactivated					air freshener blocks	23	5 (3 doz.) —	
overblankets electric						tetanus F.T.					fluid‡	7oz	15 8 —	
Princess single	—	—	239 6			Glenrol (184 Bronco)					20oz	26 11 —		
double	—	—	290 0			Glenrol (189 BT)					40oz	49 4 —		
twin	—	—	334 6			Glycinello (664 J5 & C)					1gal	13 0ea —		
underblankets electric						Glycinello (49 Aneson)					5gal	56 3ea —		
Daphne double	—	—	158 0			Gucki (16 AGL) existing entry					Freshbin powder	680g	17 0 —	
Delia double	—	—	111 11			Gucki (16 AGL)					toilet flats	37 0 —		
Delilah double	—	—	139 6			35mm viewer	6	0ea	3 4ea 12 7	I	soft single	(3 doz.) —		
Junie single	—	—	86 8			Haematrix (810 Maw)					double	33 10 —		
Sabrina single	—	—	117 4			ointment	22	4	8 2 3 6		babysoft single	(1½ doz.) —		
Sophia single	—	—	109 6			suppositories	41	0	15 0 6 3		double	26 7 —		
Super Sylvia single	—	—	152 6			Halmagom (801 MP)	38	6	14 2 5 7		manilla single	(3 doz.) —		
Super Deana double	—	—	187 6			Happy Face (1242 Toni)	115	0	42 2 16 3		double	37 0 —		
Elsan Blue (418 E)‡						facial washing cream	tube	25 5	8 10 4 6			toilet rolls	33 10 —	
8 charges	58 6	—	6 6			Hedges (590 Hedges) existing entry					babysoft twin	(1½ doz.) —		
16 charges	92 2	—	10 3			Hedges (590 Hedges)					manilla	36 —		
32 charges	148 6	—	16 6			L.260 snuff	21	6	— 2 2		(3 doz.) —			
Emko (506 Gerhardt)						45	6	— 4 5			toilet fittings	22 4 —		
(distributors 430 Eucryl)						87	0	— 8 3			porcelain white	106 8 —		
(distributors 366 DR & A)						Helena Rubinstein (596 HR)					coloured	12 9ea 1 9ea 18 4		
Energen (421 Energen)						Illumination					Jeyne (671 Jeyes)			
Energen (1114 5EF)						luminator					disinfectant	5gal	58 4ea —	
Erytex (211 Butler)						souffle stick					Justine (Feraud (480 FP)			
ointment	500g	96 0	—			Hill's (605 Hill's) †DDI					perfume	oz	— 32 6	
	1 lb	—	—			bronchial balsam	100ml	30 0	11 0 4 5		Kaykill (683 Kay) existing entry			
Eskacillin (1153 5KF) T	100	100ml	80 0	—		200ml	50 0	18 4	7 4		Kaykill (1068 Roberts)			
	200	100ml	98 0	—		cream	17.5g	20 0	7 4	3 1	rodenticide	3½oz	11 5 —	
old packs			—			Histofax (208 BW)					12oz	29 3 —		
sulphur 100 and 200	—	—	—			balm	25g	18 0	6 7 2 10		Kemithal (649 ICI)			
Eskornade (1153 5KF) †s7						50g	30 0	11 0	4 8		Kemoform (853 Modkem)			
syrup	150ml	72 0	—			75g	42 0	15 5	6 6		balsam of aniseed	50ml	13 6 —	
	4oz	—	—			Homyped (1169 G 5 & 5)					3oz	4 8 —		
Esoban (1166 Southon)						Homyped (49 Aneson)					Keybells (563 Hampshire)			
ointment	1½lb	18 3ea	—			(distributors 1545 Vestrict)					Keybells (1068 Roberts)			
Espace (261 Christy)						Ibcol (671 Jeyes)					Lactate-Ringers (413 Lilly)			
						disinfectant extra	5gal	58 4ea	—		solution ampoules	25 200 0ea	— 300 0	
Evan Williams (437 EW)						Iford (645 Ilford)					L'Air du Temps (936 PNR) existing entry			
Evan Williams (1188 Steiner)						cameras	Compact outfit	37	9ea 20 9ea 77 5			L'Air du Temps (936 PNR)		
shampoos						Universal 50C	38	5ea 21 2ea 78 10			creme parfumee	CB3	12 0ea 6 5ea 25 0	
Eve (888 Newey)						outfit	50	4ea 27 8ea 99 8			dusting powder	T81	30 4ea 16 3ea 63 0	
hairgrips	5 3	1 11	10			Universal Flash	40	0ea 22 0ea 82 0			refill	T82	17 1ea 9 7ea 37 3	
Eylure (443 Eylure)						outfit	51	7ea 20 8ea 100 11			perfume	B90	26 7ea 14 3ea 55 3	
cosmetic brushes						Ilotycin (413 Lilly) T5	tablets 250mg	60	62 0ea — 93 0			B81	34 6ea 18 6ea 72 0	
blending brush	48 10	17 11	7 9				500	301 6ea — 452 6			B88	46 7ea 25 0ea 96 9		
eyeliner brush	26 9	9 10	4 3				1000	591 3ea — 886 11			B31	74 0ea 39 7ea 183 6		
lipbrush	33 1	12 1	5 3				5000	2895 0ea — 4342 6			B21	127 0ea 68 1ea 264 0		
shadow applicator	25 2	9 3	4 0			Iodal Finnish Sauna (961 EGP)	bubble bath sachets (2)	21	0 7 9 3 0			de luxe	B33	89 1ea 47 9ea 339 9
shadow brush	31 6	11 6	5 0				bottles 5oz	6 6ea 2 5ea 13 0			B30	163 6ea 87 8ea 339 9		
cosmetic sponge	22 0	8 1	3 6			hair conditioner	sachets (2)	18 6 10 2 3 0			atomiser	B240	48 6ea 26 0ea 101 0	
lipsticks	55 5	30 3	9 7				bottle 5oz	7 1ea 3 11ea 16 0			B141	25 0ea 13 5ea 52 0		
nail polishes	40 6	22 3	6 11			shampoo	sachets (2)	21 0 7 9 3 0			sachet	P81	14 2ea 7 7ea 29 6	
Farleys (448 Farleys)							bottle 30cc	22 6 8 3 3 0			soap (3)	P81	13 9ea 4 11ea 26 3	
baby dinners and sweets							6oz	6 6ea 2 5ea 13 0			sparkling bath oil	NB3	16 9ea 6 0ea 31 9	
vegetables and beef,							6oz	6 6ea 2 5ea 13 0			talcum	TB3	11 4ea 6 1ea 23 6	
vegetables beef and							3oz	8 9ea 3 3 0			toilet water	B7	20 6ea 11 6ea 42 6	
bone, vegetables							3oz	8 9ea 3 3 0			B6	32 10ea 17 7ea 68 3		
chicken and tomato							3oz	8 9ea 3 3 0			B5	52 0ea 27 11ea 108 3		
1½oz	12 3	—	1 4				3oz	35 0 12 10 5 6			atomiser	B106	39 6ea 21 2ea 82 0	
apples and rice, apricot							3oz	8 9ea 3 3 0			B107	26 10ea 14 5ea 55 9		
pudding, orange and							3oz	8 9ea 3 3 0			B117	20 11ea 11 3ea 43 6		
lemon pudding, straw-							3oz	8 9ea 3 3 0			B75	32 10ea 17 7ea 68 6		
berry sweet	2oz	12 3	—				3oz	8 9ea 3 3 0			refill	B175	21 0ea 11 3ea 43 9	
Felix (451 Felix)							3oz	8 9ea 3 3 0						
cat food	—	—	1 9				3oz	8 9ea 3 3 0						

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	Trade	Tax	Retail		Trade	Tax	Retail	D	I	Trade	Tax	Retail	
Lancome (726 Lancome) O de Lancome	2oz	—	37 6		Mavala (664 J5 & C) Mavala (49 Aneson) (distributors 1545 Vestric)	58 0	31 11	9 11			—	—	— D
4oz	—	—	67 6		Mavaderma	20 0	—	2 6			—	—	D
8oz	—	—	105 0		Maws (810 Maw)	10	20 0	—	2 1	I			I
atomiser	10cc	—	19 6	D	Nappi pants newborn	12	—	—	—	D			
2oz	—	—	42 6		Tuffy Tail pads								
Lavato (184 Bronco)					K.L.N. suspension	337.05	16 2	5 11	2 6				
Lavato (189 8T)					Surgical dressings								
Lem-Sip (1037 Reckitt)	27 5	9 4	3 11		bandages 8.P.C.								
cold remedy					1in x 4yd	110.18	3 9	—	6				
Leucovorin (746 Lederle)	38 4ea	—	57 6		2in x 4yd	110.02	6 2	—	9				
ampoules 3mg/ml	6	—			3in x 4yd	110.04	8 7	—	1 1				
Luma (801 MP)	trial	19 6	7 2	3 0	4in x 4yd	110.19	11 1	—	1 5				
compound	medium	42 6	15 7	6 6	crepe 2in	141.00	23 5	—	2 11				
	large	51 9	24 0	8 0	2in	141.01	28 3	—	3 6				
	family	66 6	24 5	10 6	3in	141.02	33 9	—	4 2				
cubes	47 6	17 5	9		3½in	141.03	38 8	—	4 10				
	(lgross)	(lgross)			4in	141.04	44 1	—	5 6				
Luminal (97 Bayer)					6in	141.05	65 5	—	8 2				
elixir					cellulose tissue	147.01	56 0	—	7 0				
Lusty's (781 Lusty)					cotton wool 8.P.C.								
kelp powder	4oz	24 0	—	3 0	½oz	100.00	6 3	—	9				
	8oz	38 0	—	4 9	1oz	102.01	8 6	—	1 1				
tablets	150	32 0	—	4 0	4oz	102.03	24 0	—	3 0				
	500	80 0	—	10 0	16oz	102.05	80 0	—	10 0				
tablets malted	1000	13 0ea	—	19 0	hospital quality								
	100	27 0	—	3 4	1oz	102.07	7 3	—	11				
	250	53 0	—	6 8	4oz	102.09	19 0	—	2 5				
	750	12 6ea	—	18 9	16oz	102.11	60 0	—	7 6				
capsules	24	24 0	—	3 0	gamgee pink label								
	84	66 0	—	8 3	4oz	146.09	23 3	—	2 7				
Lydrin (211 Butler)	500ml	138 0	—	16 0	16oz	146.11	78 0	—	8 8				
	21	40 0ea	—	60 0	blue label								
16oz and 80oz	—	—	—	D	4oz	146.12	27 0	—	6 0				
Mademoiselle Ricci (936 PNR) existing entry					16oz	146.14	93 0	—	10 4				
Mademoiselle Ricci (936 PNR)					gauze 8.P.C.								
creme parfumee	CE3	12 0ea	6 5ea	25 0	1yd	137.02	12 7	—	1 7				
perfume leger	E110	28 0ea	15 0ea	58 6	3yd	137.03	27 9	—	3 8				
soap	SE1	13 9ea	4 11ea	26 6	6yd	137.04	50 8	—	6 4				
talcum	TE3	11 4ea	6 2ea	23 3	12yd	137.05	98 3	—	12 3				
toilet water	E7	18 9ea	10 1ea	39 0	unsterilised rolls								
	E6	30 9ea	16 6ea	64 3	100yd	125.05	62 10ea	—	94 6				
	E5	50 6ea	27 1ea	104 9	25yd	125.06	16 1ea	—	24 2				
atomiser	E107	26 7ea	14 3ea	55 3	lint B.P.C.								
	E75	32 0ea	17 6ea	68 6	plain								
refill	E175	22 7ea	12 1ea	47 0	½oz	120.00	8 5	—	1 1				
Ma Griffe (1469 PC) existing entry				D	1oz	135.01	12 11	—	1 7				
Ma Griffe (1469 PC)					4oz	135.03	41 6	—	5 2				
bath oil	4843	28 1lea	15 6ea	60 0	16oz	135.05	150 0	—	18 9				
Cologne	2oz	8028	16 10ea	9 0ea	boric								
	4oz	8029	27 8ea	14 10ea	½oz	143.00	8 9	—	1 1				
	8oz	8030	48 2ea	25 10ea	1oz	134.07	13 8	—	1 9				
	14oz	8031	86 9ea	46 6ea	4oz	143.09	44 6	—	5 7				
	26oz	8032	135 9ea	72 10ea	16oz	143.05	161 0	—	20 1				
spray	8022	28 1lea	15 6ea	60 0	multiple pack dressings								
dusting powder	4810	20 3ea	10 10ea	42 0	No. 1	148.00	37 6	—	4 8				
perfume cream	4804	14 5ea	7 9ea	30 0	No. 2	148.01	76 3	—	9 6				
mouse douce perfume	4829	13 2ea	4 8ea	25 0	D								
	8040	20 10ea	10 10ea	42 0	Maya (664 J5 & C)								
	8042	24 4ea	13 1ea	50 6	Maya (49 Aneson)								
	8044	31 3ea	16 9ea	65 0	Meltus (333 Cupal)								
	8045	40 5ea	21 8ea	84 0	adult cough mixture	4oz	26 0	8 7	3 11				
	8000	60 3ea	32 1ea	125 0	8oz	39 3	12 11	5 11					
	8046	74 6ea	39 1lea	155 0	junior	3oz	24 3	8 0	3 6				
	8001	86 9ea	46 6ea	180 0	6oz	34 9	11 5	5 3					
	8002	137 0ea	73 6ea	285 0	Mennen (525 Golden)								
	8003	211 7ea	113 6ea	440 0	shave creams								
	8074	43 4ea	23 3ea	90 0	lather/menthol								
	8075	40 5ea	21 8ea	84 0	brushless/menthol	70g	23 2	8 6	3 4				
soap cartoned	48518	6 1ea	2 2ea	11 0	old packs	—	—	—	D				
	4856	8 10ea	3 2ea	16 0	Metamustac (972 Pharmax)								
talcum	4811	9 7ea	5 2ea	20 0	Milo (883 Nestle)	8oz	33 11	—	3 6				
toilet perfume	80728	24 1ea	12 1lea	50 0	16oz	60 7	—	6 2					
	4856	40 5ea	21 8ea	84 0	Miners (876 MP)								
	80729	60 8ea	32 1ea	126 0	frosted powder shadows	17 5	9 7	3 0					
atomiser	8025	20 3ea	10 10ea	42 0	stick shadows	17 5	9 7	3 0					
	8026	43 4ea	23 3ea	90 0	super sleek wigs	66 0ea	—	99 0	D				
velvet foam bath	4848	24 4ea	13 1ea	50 6	Minims (1154 SNP)								
Maillecrin (664 J5 & C)				D	Minolta (667 JCL)								
Maillecrin (49 Aneson)					camera cine 8mm								
Mary Quant (876 MP)					Autopak 8-K7	—	—	2399 6					
cake liner	55 3	30 5	9 11	D	8-K11	—	—	3199 6					
old pack	48 9	26 10	8 9		cameras instant load								
eyes off	153 2	84 2	27 6		16-P5 kit	—	—	420 0					
lashes 'bird feathers'	55 3	30 5	9 11	D	Autopak 550	—	—	659 0					
liquid liner	—	—	—		Autopak 800	—	—	1059 0					
waterproof liner					500 and 700	—	—	—	D				
Mastop (328 CCC)	Igal.	33 4ea	—	50 0	projectors								
vet.	5gal	153 4ea	—	230 0	Autodual 8	—	—	1319 6	1	D			
					Auto Dial 8	—	—	—	D				

		Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail	
shavers					Rimmel (1063 Rimmel)				Sister Lauras (1146 5L)				
Flip Top	HPI103	87	0ea	31	Iea	147	0		food	16oz			
Ladyshave	HPI210	46	1Iea	16	1Iea	79	6	Rinoxin (506 Gerhardt) existing entry	D				
Philishave 3 de luxe	HPI112	118	0ea	42	3ea	199	6	Rinoxin (506 Gerhardt)	I				
special	HPI109	99	4ea	35	7ea	168	0	concentrate	4oz	46	9	—	
rechargeable	HPI302	202	8ea	72	5ea	342	7	1lb	133	3	—	6	
Traveller cordless	HPI203	74	6ea	26	8ea	126	0	7lb	66	0ea	—	18	
Phosferine (1082 RKO)					28lb	240	0ea	—	100ml	34	0ea	—	
tonic wine	1/2 bott.	161	6	—		56lb	471	0ea	—	200ml	90	0	
	(2 doz)				readimix	1lb	36	0	4oz	41	10	15	
bott.	151	9	—		3lb	79	3	—	10oz	4	4	5	
Pied Piper (S06 Gerhardt)					7lb	13	3ea	—	22oz			11	
for mice		10	9	—	28lb	43	3ea	—	4oz and 8oz			3	
	19	9	—		56lb	81	0ea	—	135oz			9	
Pierre Cardin (1131 Shulton) existing entry	D				Robe d'un Soir (1469 PC) existing entry	D			Stera-Fix (1037 Reckitt)				
Pierre Cardin (1131 Shulton)	I				Robe d'un Soir (1469 PC)	I			small	20	3	2	
eau de toilette	2oz	22	10ea	12	3ea	47	6	large	33	9	—	3	
4oz	38	6ea	20	8ea	80	0	Suleo (671 Jeyes)	emulsion	16	2	5	11	
8oz	57	10ea	31	9ea	120	0	Super Phenamins (1053 Rexall)	15	46	0	—		
perfume	1/2oz	31	3ea	16	9ea	65	0	60	146	0	—	17	
	1/2oz	57	10ea	31	9ea	120	0	Supersoft (563 Hampshire)	bubble bath	15	11	5	9
	1oz	86	9ea	46	6ea	180	0	Takazyme (938 PD)	lozenges	30	30	0	4
Blue Marine					9042	32	6ea	17	100	30	0	8	
eau de toilette	2oz	20	3ea	10	10ea	42	0	100	78	0	29	0	
4oz	31	3ea	16	9ea	65	0	1000	55	0ea	20	2ea	102	
8oz	50	7ea	27	2ea	105	0	Tampax (1211 Tampax)	regular	10	22	10	—	
Pifco (983 Pifco)					9000	70	10ea	38	40	40	80	0	
facial sauna	I560	74	6ea	26	8ea	126	0	super	10	25	2	—	
hair dryers					9001	101	2ea	54	3ea	40	88	5	
Go-Girl	I170	51	9ea	18	6ea	87	6	Tancolin (810 Maw) † DDI					
trio	I1970	58	10ea	21	9ea	99	6	children's linctus	100cc	29	0	10	
Princess	I1060	57	8ea	20	7ea	97	6	4oz	—	7½	4	6	
ensemble	I1960	90	2ea	32	3ea	152	6	Terms (421 Energen)					
beauty outfit	I1962	81	4ea	29	1ea	137	6	Terms (1114 5EF)					
Queen curl roller					9003	250	0ea	134	1ea	500ml	25	6ea	
set	I555	118	0ea	42	2ea	199	6	16 oz	—	—	—	38	
infra-red lamp	I027	—	—	—	9040	27	8ea	14	10ea	Therazid (1154 SNP) TS	powders		
Prince shaver	I127	—	—	—	9074	43	4ea	23	3ea	500	186	0ea	
Polaroid (989 Polaroid)					9075	40	5ea	21	8ea	Thermoid (339 CG)	cream		
ski-goggles	S2	8ea	—		9078	11	4ea	6	84	42g	22	6	
Polyset (721 LC)					9090	1000	—	—	90	Thio-Tepa (746 Lederle)	parenteral vial		
clear bottle	70cc	28	3	15	9091	1016	—	—	0	15mg	17	4ea	
Portia (1160 Solport)					9092	1017	—	—	41	Three Point (1160 Solport)	smog mask		
baby balances	D54	84	0	—	9093	1018	—	—	0	refills (6)	26	6	
outfit	D60	144	0	—	9094	1190	—	—	77	composite pack	11	6	
caustic pencils	15	0	—	1/1	9095	1001	—	—	9	Tried & True (813 MF)	protein conditioner tube		
eye bath plastic	4	0	—	6	9096	1002	—	—	0	jar	45	4	
nail brush	B518	27	0	9	9097	1003	—	—	15	Trilene (649 ICI)	surgical		
	B519	20	0	7	9098	6047	—	—	26	Trill (967 Petfoods)	large		
plastic nipple shields	9	0	—	1	9099	1004	—	—	34	(2 doz)	38		
pumice stone (mouse)	I2	4	6	10	9100	1005	—	—	0	(2 doz)	5		
bulk	9	8	5	6	9101	lip-aide	—	—	28	Trull (16 AGL)	flashgun K & M		
styptic pencils	carded 3"	D1660C	4	0	1	9102	soap guest size	—	—	0	Tums (506 Gerhardt)	distributors 430 Eucrel)	
	2"	D1663C	6	0	6	9103	assorted, carnation,	—	—	12	(distributors 366 DR & A)	(distributors 366 DR & A)	
Pour un Homme (1071 Robins)					9104	sandalwood (6)	—	—	0	Tusana (147 Boots) cough linctus			
talcum	I20g	9	6ea	5	9105	soap toilet size	—	—	0	Ultraphil (977 PE)	health lamp		
Pro-Plus (67 Ashe)					9106	J.M.F. Cologne,	—	—	0	KL2866	113		
tablets	18	22	0	—	9107	fougere, tea rose,	—	—	0	11ea	40		
P.V.X. (810 Maw)					9108	lavender, carnation,	—	—	0	10ea	192		
plastic mender	865-00	30	0	—	9109	muguet, violet	—	—	0	Valeerie (888 Newey)			
Radian (1023 Radiol)					9110	sandalwood	—	—	0	hairgrips tipped	4		
bath salts	450g	34	0	12	9111	soap bath size	—	—	0	Valium (1074 Roche) † S4B			
	3kg	16	6ea	6	9112	J.M.F. Cologne,	—	—	0	ampoules 10mg/2ml	50		
	6kg	30	0ea	11	9113	fougere, tea rose,	—	—	0	80	8ea		
old packs	—	—	—		9114	lavender, carnation	—	—	0	tablets 10mg	50		
Raylast (130S WB)					9115	sandalwood	—	—	0	70	0		
bandages	2in	34	0	—	9116	tonic foam bath (pine)	—	—	0	Varidase (746 Lederle) TS	topical 125,000 units		
	3in	46	0	—	9117	10 bath	—	—	0	tablets	34		
	4in	58	0	—	9118	20 bath	—	—	0	4ea	—		
double length	6in	81	0	—	9119	men's range	—	—	0	Veganin (1310 WW) † DDI	tablets		
	3in	83	0	—	9120	after shave lotion	5067	—	23	10	10		
	4in	107	0	—	9121	5068	—	—	0	24	5		
	6in	153	0	—	9122	deodorant spray	1104	—	25	5	811		
Red Ring (333 Cupal)					9123	pre-shave lotion	5062	—	25	0	3		
chillie paste	2oz	16	4	5	9124	toilet water	5057	—	30	0	7		
Regulette (333 Cupal)					9125	5058	—	—	50	47	2		
laxative tablets	carton	30	18	9	9126	dusting powder	—	—	0	17	4		
	tin	12	9	11	9127	Scott's (1114 SBF)	—	—	0	Velactin (1303 Wanderer)	powder		
	36	18	9	6	9128	Scott's (1114 SEF)	—	—	0	1lb	8		
Remington (1044 R)					9129	Secto (333 Cupal)	—	—	0	9ea	—		
shavers	100 de luxe	91	2ea	33	9ea	aerosols	—	—	0	old pack	—		
G1 battery model		72	0ea	26	8ea	—	—	0	—	—	—		
Selectric 300	I41	7ea	50	2ea	239	Ventolin (34 A & H)	aerosol inhaler	18	6ea	—	—		
Selectronic 800	200	9ea	71	10ea	339	Vers Toi (1350 Worth)	perfume	—	—	—	—		
Star Sapphire	III	9ea	40	0ea	189	Le Medaillon	7cc	—	—	62	0		
Rexall (1053 Rexall)					9130	Vert et Blanc (1469 PC) existing entry							
blood purifier	D				9131	Verton (1176 Squibb) † S4B	tablets	28	5	6ea	—		
hand cream aerosol	D				9132	chilblain tablets	50	32	3	—	8		
shampoo aerosol	D				9133	Watersprite (1160 Solport)	face cloths	21	6	2	10		
zinc and castor oil	D				9134	G296	23	0	3	1	3		
Ricotiv (211 Butler) †					9135	G295	26	6	3	6	2		
500ml	96	0	—		9136	G312	24	0	3	7	3		
21	43	6ea	—		9137	G300E	24	0	3	2	3		
16oz and 80oz	—	—	—		9138	Whiskas (967 Petfoods)	68	1	13	2	4		
Rimactane (262 CIBA) T5					9139	(6 doz)	—	—	2	10	3		
capsules 150mg	25	84	0ea	—	9140	300	0ea	—	0	3	0		
	100	305	7ea	—	9141	100ml	46	0	5	9	1		
300mg	25	168	2ea	—	9142	3oz	—	—	0	G296	—		
	100	611	2ea	—	9143	Shade (1524 Chembro)	45	6	23	11	1		
old packs	—	—	—		9144	Si-Ko (1101 Sangers)	—	—	7	9	1		
					9145	Si-Ko (351 Danning)	—	—	2	0	1		
					9146	Sintisone (227 Erba) T5	100	200	0ea	—	1		
					9147	tablets forte	—	—	300	0	4		

	Trade	Tax	Retail	
Wig Set (888 Newey) curlers	10 8	106 0	38 10	<i>16 9 1</i>
Wright's (1351 WLU) shampoo liquid sachet		—	—	D
Yardley (1355 Yardley) eye liner liquid deep emollient cleanser	520	39 0	21 5	<i>6 8 1</i>
mascara	512/L	—	—	D
twinstick brow pencil	525	—	—	D
velvet liner refill	528	—	—	D
Infinite Beauty 515L liplighter	531	—	—	D
Next to Natural 417	—	—	—	D
Pretty Goods chalk sticks pack	581/3	—	—	D
finger tip polish	536	—	—	D
velvet skin moisturiser	536/P	—	—	D
Zubes (563 Hampshire) Zubes (1068 Roberts)		—	—	I

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

49 Aneson=Aneson Sales, Ltd., 25 Hanworth Road, Sunbury-on-Thames, Middlesex. Sunbury 84234.

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.: Purchase Tax per Doz.: Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

Trade Tax Retail

Aureomycin (340 C of GB) existing entry

Trade Tax Retail

D

Aureomycin (340 C of GB) T5VPO

I

veterinary bisulphite soluble powder sachets

eye shadow brushon

4 x 4oz 140 0ea — 210 0

trio

16 x 4oz 528 0ea — 792 0

face powder

capsules 50mg 100 15 2ea — 22 9

translucent

250mg 100 65 2ea — 97 9

flower balm

doser syringes 12 x 6cc 33 0ea — 49 6

foundation cream

mastitis suspension 12 x 6cc 24 4ea — 36 6

Gay Chiffon

ophthalmic ointment 1% 12 x 1/2oz 15 0ea — 22 6

bath cubes

powder 2% 6 x 15g 27 6ea — 41 3

bath powder

soluble Oblets 500mg 12 x 4 72 0ea — 108 0

round

soluble powder 1lb 13 2ea — 19 9

hand lotion

5lb 119 2ea — 178 9

perfume

spray 1% 6 x 5oz 57 6ea — 86 3

skin perfume

violet spray 6 x 5oz 90 0ea — 135 0

soap bath (3)

with Neomycin doser syringes 12 x 10cc 67 0ea — 100 6

palm

Oblets 50 62 6ea — 93 9

Joie de Vivre

Benuride (115 Bengue) tablets 200mg 100 20 0ea — 26 8 R

bath cubes

500 91 6ea — —

bath powder

Bronnley (194 Bronnley) Japonica

with puff

bubble bath — — 12 6

bath salts

Cologne — — 14 6

hand lotion

skin balm — — 10 6

skin perfume

soap — — 4 9

spray mist

talcum — — 9 6

soap bath (1)

Cantil (824 MCP) tablets 50 19 4ea — 29 0 C

palm (3)

Cicatrin (218 Calmic) T5 aerosol 12 3ea 4 6ea 22 11 R

milk of roses

Cidal (121 Bibby) soap toilet 3oz 30 3 11 5 / 5

moistura

bath 5oz 32 6 12 2 2 3

Neo Juven

Coty (301 Coty) lipstick Superclear 208 51 9 28 6 9 0 ●

Nuit d'Or

Slenderline pressed powder compact 585 71 9 39 6 12 6 ●

bath cubes

Cyclax (341 Cyclax) astringent eye cream 5 11ea 3 2ea 12 6 A

bath powder

beauty pressed refill 5 6ea 2 11ea 11 6

salts

cleansing cream 8 4ea 4 5ea 17 6

body lotion

lotion 14 4ea 7 6ea 29 6

hand lotion

11 11ea 6 4ea 25 0

skin perfume

20 4ea 10 9ea 42 6

soap bath (1)

Contorfilm day lotion 13 1ea 6 11ea 27 6

palm (3)

Eternal Spring cream 13 1ea 3 8ea 14 6

skin food

every occasion foundation 20 4ea 10 9ea 42 6

"O" and Baby extra nourishing

eye lina block 7 10ea 4 2ea 16 6

perfume

5 11ea 3 2ea 12 6

skin perfume

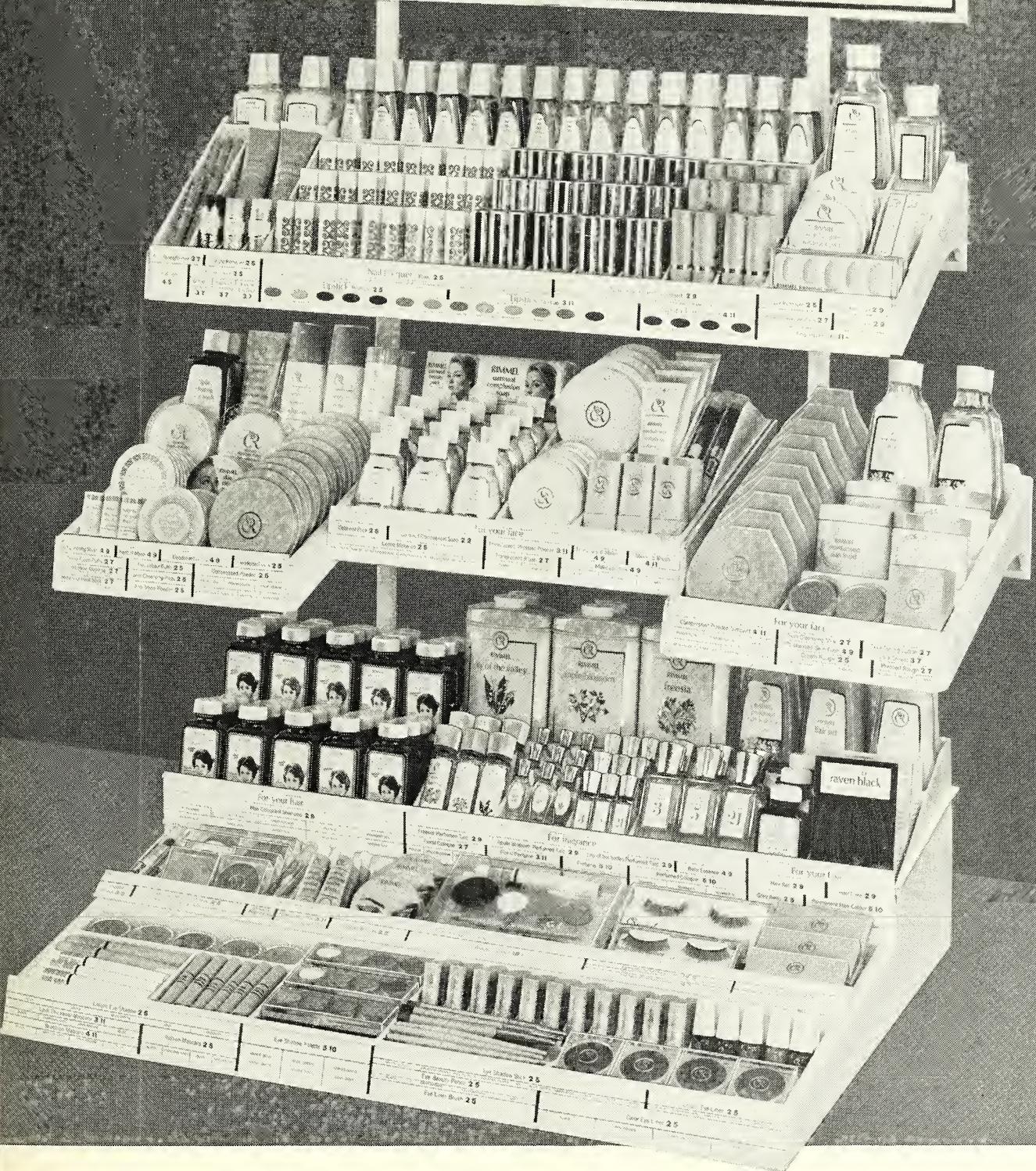
eye lina and lip brush 4 1ea 2 2ea 8 6

talcum powder

	Trade	Tax	Retail
skin soap (3)	9 0ea	3 2ea	<i>16 6</i>
skin tonic	6 11ea	3 5ea	<i>14 6</i>
three steps to beauty	10 3ea	9 1ea	<i>21 6</i>
twenty minute mask for men	17 2ea	9 1ea	<i>36 0</i>
tonic hair lotion poly	16 3ea	8 1ea	<i>33 0</i>
Del Sol (121 Bibby)	5 11ea	3 2ea	<i>12 6</i>
olive oil	5oz	21 1	—
Dibencil (649 ICI)	—	—	R
Eau Neuve (Lubin (957 Perl))	309	15 3ea	8 0ea
	310	24 6ea	13 0ea
	311	37 3ea	19 9ea
	320	27 9ea	59 6
atomiser	320	27 9ea	59 6
Ellimans (414 Ellimans) existing entry	—	—	D
Ellimans (414 Ellimans) (distributors 104 BP)	—	—	I
royal embrocation	4oz	28 4	10 2
universal embrocation	2½oz	20 8	7 5
	4oz	28 4	10 2
Ethisan (428 Ethica)	100ml	25 8	9 5
	21	21 9ea	—
	3oz	—	—
Escapade (1131 Shulton)	63 6	34 1	<i>11 0</i>
bath foam	92 9	33 2	<i>14 9</i>
bath oil foaming	46 3	24 0	8 0
body lotion	70 9	37 11	<i>12 3</i>
Cologne	60 8	32 6	<i>10 6</i>
skin fragrance	70 9	37 11	<i>12 3</i>
splash Cologne	36 1	19 4	6 3
Evans (436 Evans) piglet anaemia paste 1oz	29 6	10 10	— A
Flex (1052 Revlon)	—	—	A
hair conditioner	0288	—	<i>17 6</i>
Germaine Monteil (1486 GM)	—	—	35 0
gel rouge	—	—	<i>20 5</i>
lip glints	—	—	●
Gerovital H3 (1599 TTC) tablets	25	18 4ea	—
Gin-Fizz (Lubin (957 Perl))	689	13 9ea	7 6ea
eau de toilette	690	23 0ea	9 4ea
	691	35 3ea	18 9ea
atomiser	599	18 6ea	9 9ea
	600	26 1ea	14 3ea
perfume	639	16 9ea	9 0ea
	649	29 6ea	15 9ea
	650	48 3ea	25 6ea
	651	76 6ea	163 0
Guanor (1089 RPD)† expectorant	21	22 0ea	—
Hi and Dry (1052 Revlon)	—	—	<i>11 0</i>
roll on deodorant	5109	—	—
Ikobitz (673 JofH)	—	—	D
flashgun 6 LD	—	—	— D
M	—	—	— D
flashgun A	—	—	61 2 1
C	—	—	61 2 1
D	—	—	61 2 1
Ikophot (673 JofH)	—	—	225 5 A
exposure meter 5 CD	—	—	450 9 A
Ikoscop (673 JofH)	—	—	— D
slide viewer	—	—	— D
dicroscope attachment	—	—	— D
Kolynos (655 ICC)	—	—	— A
denture fixative	22 6	—	2 6 A
	37 6	—	4 2 A
Love Pat (1052 Revlon)	—	—	— A
extra moist compact	0884	—	18 0
refill	5416	—	8 9
tortoise tone fashion case	3275	—	9 6
white fashion case	3274	—	9 6
demi-tasse refill	0671	—	<i>11 0</i>
patrician compact refill	0613	—	7 6
	0656	—	7 0
Marigold (774 LR)	—	—	— ●
house gloves	22 6	2 10	<i>2 11</i> ●
lightweight	—	—	— ●
Max Factor (813 MF)	—	—	— R
fashion lashes	118 0	61 8	<i>19 11</i> R
lower lashes	74 0	38 8	<i>12 11</i> ●
adhesive	24 0	12 6	4 1 C
hand and body lotion	8oz	58 8	30 8
	17oz	71 4	37 3
		—	<i>12 0</i>
Melina (1406 5GBP)	—	—	— ●
Ash-Ling bubble bath	—	—	10 9
cleansing milk	—	—	8 6
dusting powder with puff	—	—	15 6
hand lotion	—	—	8 0
perfume	6cc	—	15 6
skin perfume	—	—	14 6
talcum powder	—	—	8 0
Shee-Vawn bubble bath	—	—	12 6
dusting powder with puff	—	—	15 6
hand lotion	—	—	8 0

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail	
perfume 6cc	—	—	17 6	cake mascara 2206	—	—	10 6	That Man (1052 Revlon)	—	—	18 6	
skin perfume	—	—	17 6	refills 2210	—	—	6 0	after shave plastic 0151	—	—	37 6	
talcum powder	—	—	8 0	eyeliner pencil 0321	—	—	9 6	treatment cream 5182	—	—	26 0	
Saga for men				eye make-up remover pads 5123	—	—	11 6	Cologne plastic 0226	—	—	30 0	
after shave lotion	—	—	12 6	eye shadow stick 5021	—	—	13 0	glass 3447	—	—	25 0	
talcum	—	—	8 6	eye shadow brush 0375	—	—	12 0	face bronzer 3887	—	—	12 6	
set	—	—	21 0	eye velvet 5025	—	—	14 6	roll-on deodorant 5129	—	—	12 6	
Natural Wonder (1052 Revlon)	—	—	14 0 A	fine line eyebrow pencil refill 0380	—	—	5 0	talcum 0768	—	—	12 6	
blemish stick 0424	—	—	— D	liquid eyeliner 5022	—	—	12 6	Thermos (1226 Thermos)	—	—	41 2 A	
blotting pressed powder 5349	—	—	17 6	face glimmers 5366	—	—	29 6	vacuum flask 105	—	—	256 9	
fashion case 2833	—	—	10 6	face powder 0621	—	—	14 6	cups 18 Q inner, 1818, 25 Q inner 246	—	—	1 3	
foaming facial cleanser 5281	—	—	21 0	frosted prolife 0222	—	—	10 0	18 18 25 outer 1818, 25Q outer 607F	—	—	1 6	
make-up cake 5126	—	—	16 0	lipstick frosted translucent 5171	—	—	11 6	jar refills 81F	—	—	27 6	
medicated stick 0424	—	—	— D	lip brush 0529	—	—	19 6	82F	—	—	50 0	
night treatment lotion 2890	—	—	— A	nail cream 0301	—	—	9 0	opalenscent 0871	—	—	85 0	
oil-free make-up 5348	—	—	17 6	enamel, regular 0101	—	—	8 0	translucent 0103	—	—	85 0	
pressed powder 0837	—	—	15 6	crystalline 0204	—	—	11 6	jug 30/2	—	—	105 0 I	
refill 5027	—	—	9 0	non-smudge remover 5009	—	—	7 3	J/F 32 6 A	—	—	35 0	
replacement puff 5029	—	—	2 6	quick dry 0487	—	—	17 6	29QF 30/2	—	—	32 6	
skin lotion 0776	—	—	16 6	Renaissance Build-up 5077	—	—	17 0	52QF 32 6	—	—	39 6	
Nature Boy (849 MML)	—	—	— A	5078	—	—	27 6	flask stoppers 18 18Q	—	—	41 0	
foot exercise sandals				Clean & Clear extra dry 5197	—	—	25 0	18Q adjustable 67/1 29, 29Q	—	—	1 9	
men's flat wood soled 33 4pr	—	—	49 11	regular 5048	—	—	20 6	spare stopper rubbers 707 60	—	—	2 0	
Nature Child (849 MML)	—	—	— A	for dry skin 5197	—	—	24 3	Touch and Glow (1052 Revlon)	—	—	— A	
foot exercise sandals				Eterna 27 cream 5041	—	—	54 0	liquid 0902	—	—	11 0	
flat wood soled 23 11pr	—	—	35 11	0197	—	—	95 0	0903	—	—	16 6	
low wedge heel 23 11pr	—	—	35 11	eye cream 5179	—	—	24 0	face powder 0160	—	—	17 6	
low square heel 28 7pr	—	—	42 11	foundation 5122	—	—	37 6	0621	—	—	15 0	
Nature Girl (849 MML)	—	—	— A	throat cream 5178	—	—	54 0	matte make up 5259	—	—	18 6	
foot exercise sandals				Liquid Asset 5075	—	—	17 0	under eye cream 0137	—	—	18 6	
flat wood soled 28 7pr	—	—	42 11	Moon Drops balm 5068	—	—	15 6	Twysof (121 Bibby) Ulcagel (1333 WL)†	—	—	D	
low wedge heel 29 3pr	—	—	43 11	5069	—	—	24 0	gel 26 6	9 8 1	4 0	•	
high square heel 33 3pr	—	—	49 11	5262	—	—	43 6	Wella (1318 Wella) for men	—	—	—	•
high wedge heel 33 3pr	—	—	49 11	bath collection bath powder cake 4578	—	—	49 6	Wella Form hairdressing 33 0	18 2	5 6	•	
Nikini (1073 Robinson)	—	—	— A	eau de parfum 4589	—	—	47 6	liquid 45 0	24 9	7 6	•	
sanitary pads 12 17 3 — 1 11 A /				milk bath powdered 4577	—	—	49 6	spray 59 0	32 5 1	9 11	•	
Nuit de Longchamp (Lubin (957 Perl) Cologne 1989	—	—	15 3ea 8 Oea 32 6	demi make-up face powder flowing creme pressed powder refill translucent brow colour translucent brow lightener lengthening mascara translucent liquid eyeliner brush emollient cleansing cream facial freshener	—	—	29 6 25 6 12 6 26 0 26 0 13 0 18 0 16 6 26 0 26 0 16 6 16 6 26 0 16 6 16 6 15 0 21 0 18 0 27 6 44 6 12 6 15 6 24 0 43 6 16 6	Wella Med shampoo sachet 20 0 (4doz) (4doz) antidandruff sachet 20 0 (4doz) (4doz)	24 9 32 5 7 6 24 9 7 6 7 4 10 7 4 10	Wilkinson (1339 Wilkinson) Sword razor 83 6 30 7 25 0	A	
1990 24 6ea 13 52 6				night cream 5044	—	—	18 0	Woodwards (1346 Woodward) nursery cream teething jelly	—	—	— D	•
1991 37 3ea 19 79 6				5063	—	—	18 0				•	
eau de toilette 2920 29 6ea 15 9ea 63 0				5255	—	—	27 6				•	
atomiser 1920 27 9ea 14 9ea 59 6				treatment hand cream 5149	—	—	12 6				•	
perfume 1939 18 9ea 9 Oea 39 6				under make-up 5670	—	—	15 6				•	
1949 31 9ea 17 0ea 68 0				moisture base 5071	—	—	24 0				•	
1950 50 6ea 26 9ea 108 0				5264	—	—	43 6				•	
1951 78 9ea 41 9ea 168 0				Silicare medicated 0392	—	—	16 6				•	
Old Spice (1131 Shulton)				0431	—	—	— D				•	
deodorant stick 3880 51 0 27 8 9 9 R				solvent 0427	—	—	5 6 A				•	
stick-lime 3587 56 10 30 6 10 9				Super Nail 0432	—	—	15 0				•	
Owbridges (925 Owbridge) (distributors 1545 Vestric)	—	—	— D	Supersealer 0228	—	—	10 0				•	
Owbridges (917 Organon) /				Z.P.II hairdressing 5159	—	—	12 6				•	
Paldona (1089 RPD) 1548	—	—	— ●	shampoo 5158	—	—	16 6				•	
tablets 50 10 Oea — —				manicure implements emery boards (12) 2333	—	—	5 6				•	
500 90 Oea — —				Rimmel (1063 Rimmel) eye make-up cabinet 109 5 51 10 18 0 ●	—	—	—				•	
Pathibamate—200 (746 Lederle) D				Simpkin's (1141 Simpkin) JuCees black cherry 11 6 2 6 1 6 ●	—	—	—				•	
Pedicare (1535 Phillips) ●				Spontex (1174 Spontex) cloth household No. 8 houseproud sponges size 2 21 0 7 8 3 3	10 8	—	1 4				•	
insocks ladies pr 28 9 3 10 3 11				size 3 27 10 10 2 4 4							•	
men's pr 33 1 4 4 1 4 6				size 4 34 3 12 7 5 4							•	
Poly (721 LC) hair dye reducer 44 6 24 6 7 6 A											•	
Polybactrin (218 Calmic) H.C. cream 15g — D											•	
Polycolour (721 LC)‡ 41 0 22 7 6 11 A											•	
Polylock (721 LC) 65 10 36 3 11 0 A											•	
Polytint (721 LC)‡ 47 0 25 10 7 11 A											•	
Pub (1052 Revlon) after shave — — 39 6											•	
anti-perspirant 0724 — — 17 9											•	
aquamarine dusting powder 0429 — — 31 6											•	
eau de toilette 0496 — — 32 6											•	
deodorant 0882 — — 11 0											•	
milk bath 0324 — — 37 6											•	
shampoo — — 11 6											•	
Blondsilk 3671 — — 20 6											•	
blush on refill 5755 — — 10 6											•	
0755 — — 10 0											•	
Bronze Lustre sun stick 0466 — — 12 6											•	
remover cream 0241 — — 10 0											•	
Eyemakers à la carte brush on mascara refills 5018 — — 12 0											•	
cake eyeliner 5086 — — 13 0											•	

Rimmel



The Rimmel Beauty Boutique displays more than 570 preparations, grouped in clearly marked compartments. It gives the customer a choice of all that is best in beauty preparations with the advantages of self-selection and self-service, and enables the retailer to earn maximum profit with minimum selling effort from the minimum space.

Schedule of advertisements for Rimmel Beauty Preparations

FROM SEPTEMBER 21 TO DECEMBER 12

September

Sunday Express	10" x 4 columns	Sept. 21
Woman's Weekly	Whole page	Sept. 22
Flair	Whole page	Sept. 25
DAILY SKETCH	WHOLE PAGE	SEPT. 26
Nova	Whole page	Sept. 26
She	Whole page	Sept. 26

October

Woman's Own	Whole page	Oct. 1
True Story	Whole page	Oct. 3
Sunday Express	13" x 5 columns	Oct. 5
Woman's Realm	Whole page	Oct. 6
DAILY EXPRESS	WHOLE PAGE	OCT. 8
Jackie	Whole page	Oct. 9
Woman's Story	Whole page	Oct. 10
Photoplay	Whole page	Oct. 10
Petticoat	Whole page	Oct. 11
Woman's Weekly	Whole page	Oct. 13
Honey	Whole page	Oct. 16
Vogue Beauty Book	Four whole pages in full colour	Oct. 16
True Romances	Whole page	Oct. 17
The People	13" x 5 columns	Oct. 19
Mirabelle	Whole page	Oct. 20
Woman	Whole page	Oct. 22
Daily Telegraph	13" x 5 columns	Oct. 23
Daily Sketch	10" x 5 columns	Oct. 24
Flair	Whole page	Oct. 24
Sunday Mirror	10" x 5 columns	Oct. 26
Woman's Realm	Whole page	Oct. 27
Nova	Whole page	Oct. 28
She	Whole page	Oct. 28

November

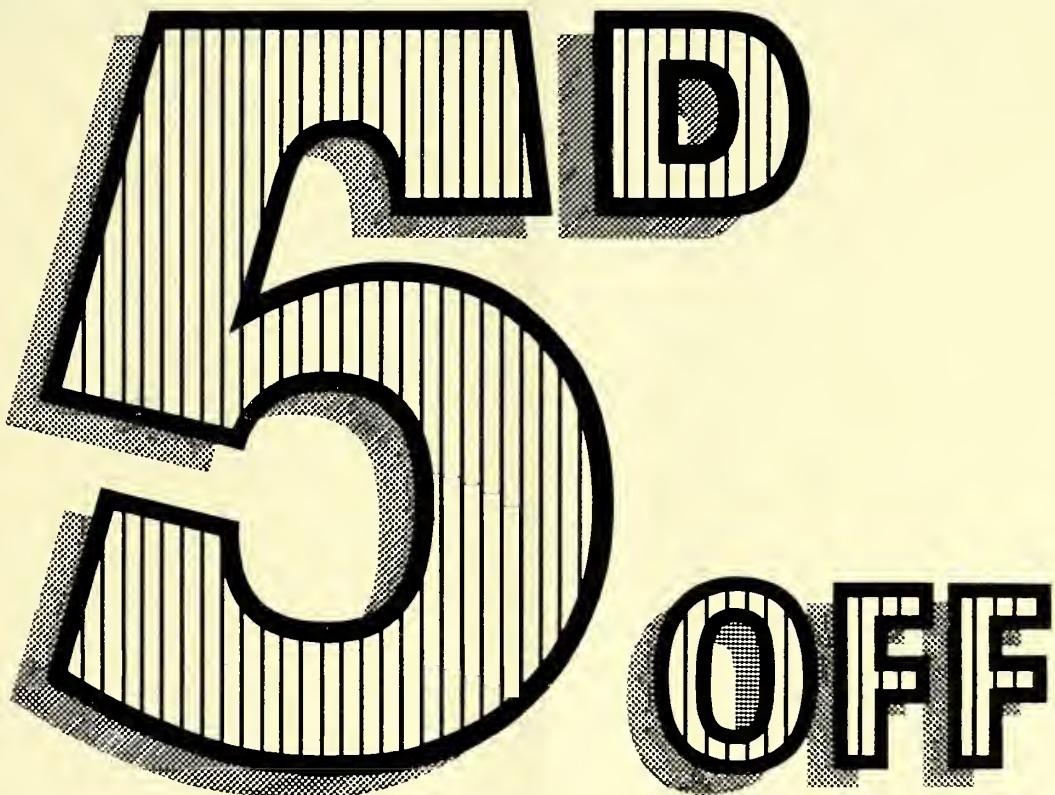
Woman's Own	Whole page	Nov. 5
DAILY MIRROR	WHOLE PAGE	NOV. 6
True Story	Whole page	Nov. 7
Sunday Mirror	10" x 5 columns	Nov. 9
Mirabelle	Whole page	Nov. 10
Woman	Whole page	Nov. 12
Honey	Whole page	Nov. 14
Woman's Story	Whole page	Nov. 14
Photoplay	Whole page	Nov. 14
The People	13" x 5 columns	Nov. 16
Woman's Weekly	Whole page	Nov. 17
Daily Telegraph	13" x 5 columns	Nov. 20
Jackie	Whole page	Nov. 20
True Romances	Whole page	Nov. 21
Petticoat	Whole page	Nov. 22
Woman's Realm	Whole page	Nov. 24
Flair	Whole page	Nov. 25
Daily Sketch	10" x 5 columns	Nov. 28
Nova	Whole page	Nov. 28
She	Whole page	Nov. 28
Sunday Express	13" x 5 columns	Nov. 30

December

Woman's Weekly	Whole page	Dec. 1
Woman's Own	Whole page	Dec. 3
Daily Express	13" x 5 columns	Dec. 5
Petticoat	Whole page	Dec. 6
Woman	Whole page	Dec. 10
Jackie	Whole page	Dec. 11

Please check your stock of Rimmel beauty preparations today and notify us of your further requirements

...the lightweight glove with the heavyweight punch!



A hard-hitting launch promotion to shift Marigold off your shelves—fast!

The £3½ million housegloves market is already growing at a steady 10% per year—yet in test market, Marigold recorded a staggering growth of 45%.

And now there's a great new addition to the top-selling Marigold range—Marigold Lightweight. This new glove fills a huge gap in the market—the need for a thinner, fully lined glove at the lower price level. (Recommended Price 2/11).

Not only that, but we're launching it with a heavy-

weight promotion right across the country: **your customers get 5d off every pair of Marigold Lightweight—and your cash margin is fully maintained.**

With a deal like that in a market like this, can you afford *not* to be in on it?

- * Hard-hitting national launch promotion.
- * Backed by heavy regional TV campaign.
- * Massive growth potential—and even larger profits.
- * Eye-catching self-service display stand-free.



Marigold House Gloves

L. R. INDUSTRIES LTD., CHINGFORD, E.4. TELEPHONE: 01-527 2377.

THE BEST STANDARDS

When you buy standard preparations to dispense against 'open' prescriptions you set standards of your own :—

Professionally

you demand the highest quality

Commercially

you want the best value

Cautiously

you look for the protection of
a reputable name

The increasing range of Berk Economy Brands will satisfy you on all points. The brands of standard preparations are made with the same care as the specialities upon which our reputation is firmly founded, yet are remarkably low in price.

Approved Name	Berk Brand Name		Presentation
Quinidine sulphate tablets BP	AURIQUIN* tablets	200 mg 300 mg	Containers of 100 & 500 Containers of 100 & 500
Bendrofluazide tablets BP	BERKOZIDE® tablets	2.5 mg 5 mg	Containers of 100 & 1000 Containers of 100 & 1000
Imipramine tablets BP	BERKOMINE® tablets	10 mg 25 mg	Containers of 250 & 1000 Containers of 200 & 1000
Nitrofurantoin tablets BP	BERKFURIN® tablets	50 mg 100 mg	Containers of 100 & 1000 Containers of 100 & 1000
Oxytetracycline tablets BP	BERKMYCEN® tablets " capsules	250 mg 250 mg	Containers of 100 & 1000 Containers of 100 & 1000
Erythromycin tablets BP	ERYCEN* tablets	250 mg	Containers of 100 & 500
Phenylbutazone tablets BP	FLEXAZONE® tablets	100 mg 200 mg	Containers of 250 & 1000 Containers of 250
Tetracycline tablets BP	TETRACHEL* tablets " capsules	250 mg 250 mg	Containers of 100 & 1000 Containers of 100 & 500
Tetracycline mixture BPC	TETRACHEL* syrup	(125 mg/5 ml)	Containers of 500 ml

Your Berk representative can give you details of extra discounts and bonuses. In terms of quality, efficacy, stability and uniformity, it pays to buy Berk when dispensing against 'open' prescriptions for any of these standard preparations. Order now from your local wholesaler or directly from us.



BERK PHARMACEUTICALS LIMITED GODALMING SURREY ENGLAND

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J.2825

phenomenon had been reported for tolbutamide, phenylbutazone, diphenhydramine and hexobarbital.

Inhibition of metabolic bioactivation was also possible. A metabolic product of the drug could often be the true active drug. If that were so inhibition of drug metabolism might reduce the biological availability of the active product.

The simplest type of interaction on the pharmacodynamic level was competitive antagonism, which existed between metabolites and antimetabolites or vitamins and antivitamins. Agonist and antagonist apparently competed for common sites of action.

The best-known type of insurmountable antagonism was the non-competitive antagonism. Papaverine which antagonised the action of histamine, acetylcholine, norepinephrine, serotonin, etc., was the classical example.

Irreversible, non-equilibrium antagonism was a type of antagonism characterised by its long duration and the fact that it could not be washed out, so far as isolated organ preparations were involved.

Functional and physiological antagonism was often a type of antagonism that differed from the competitive antagonism in that surmountability was restricted to a certain dose range. Examples included the antagonism between the various spasmogens such as the cholinergics and the histaminergics and the β -adrenergic agents such as isuprel.

Individual variations

In discussion Dr A. H. CONNEY, United States, said that the problem of drug combination was complicated by the fact that even a single drug could be metabolised at different rates by different individuals. One way in which the pharmacist could help the doctor would be by monitoring drug levels in the blood of patients. PROFESSOR GROSS said that another point to consider was the possibility of differences in mode of metabolism between species. It must be the same in any animal studied as in man himself.

PROFESSOR REMMER, Tübingen, emphasised the point on variation between individuals. Studies on patients receiving an anti epileptic had shown that the plasma level of the drug could vary up to the ratio of 15:1. No effect was seen at the lower levels, whereas the higher ones could be toxic. Many factors besides the rate of metabolism could influence plasma level, for instance rate of absorption and competition at receptor sites. In using a highly effective agent over a long period one must rely on a knowledge of the real plasma level. "Here the pharmacist has a fine job in the future."

PROFESSOR A. H. BECKETT, London, thought that patient monitoring was not necessary for all drugs. There was less variation between patients than had at first been thought, and tissue levels of drug could be controlled by controlling kidney reabsorption.

DR CONNEY disagreed. Many drugs, he maintained, could have varying plasma levels in individuals. Dicoumarol and phenylbutazone could give variations of

35:1 and more such drugs would be found in future. A rapid method of obtaining the required information from one drop of blood was needed.

The discussion was wound up by PROFESSOR REMMER, who thought that any disagreement might be explained by the fact that not all drugs were eliminated via the kidneys (in that case there would be little variation). Some were hydroxylated or conjugated in the liver.

Should drugs be combined?

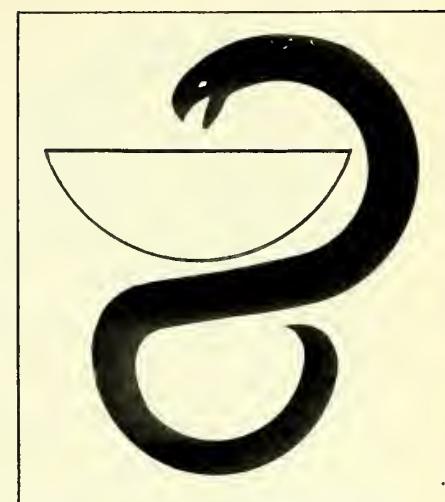
Opposing views on the value of drug combinations were given at the Tuesday afternoon session by PROFESSOR A. G. MACGREGOR, University of Aberdeen and DR B. W. CROMIE, E. R. Squibb & Sons, USA.

According to PROFESSOR MACGREGOR the medical profession would welcome a simplified and rationalised drug therapy so that, when the use of a particular compound was necessary, it was not made complex because of false arguments that the drug was better prescribed in combination. In the long run the remedy lay in the hands of prescribers, but if irrational, obsolete or ineffective combinations were not marketed they would not be prescribed.

While not considering that all combinations should be disparaged, PROFESSOR MACGREGOR thought it was unwise to prescribe combined tablets where the dose range of a constituent was wide. He had been unable to understand the rationale of preparations of the aspirin-phenacetin-caffeine type, which were probably a survival of polypharmacy.

In recent decades their use had been justified on the basis of increased pain-relieving efficiency or decreased toxicity through providing "half doses" of the individual ingredients, but little evidence supported those arguments.

He agreed, however, that some combined preparations, such as those of PAS and INAH, some oral contraceptive preparations and iron and low-dose folic acid preparations were justified provided



that, on balance, they were effective and convenient for prescriber and patient. The great majority, however, represented formulations that were unnecessary, undesirable and often dangerous to the public health.

Perhaps a condition not precisely diagnosed justified a combination product in the hope that one or other component would be effective. That plea was often heard in relation to infections just where specific chemotherapy was desirable. It was no argument that, because a product was widely prescribed, it was both effective and desirable.

DR CROMIE defended the use of drug combination preparations by arguing that it was virtually impossible for any doctor who did not specialise in pharmacology or therapeutics to know all the possible types of interactions between drugs. In those circumstances the only way to overcome the problem was for somebody else to test the combination of drugs he wanted to use. That would usually be the pharmaceutical house that marketed the combination preparation. The major interactions would then have been allowed for. That did not apply if two single drugs were prescribed separately. To urge risk of drug interaction as a reason for avoiding drug combinations would have the prescriber ignore a tested and

The FIP Congress reception at the Royal Academy





approved ratio of drugs in a single formulation and divert him to a more random use that had not come before any regulatory body and must have a greater degree of risk.

A survey had shown that doctors used drug combinations about three times as often as they used single drugs. The combination was thus more frequently the complete therapy with lower risk of interactions resulting from the addition of further drugs.

Combination preparations were convenient for both doctor and patient. In a busy surgery limited time was available for explaining treatments. The use of a combination with a simple mode of administration gave less risk of error and more time for clinical examination.

PROFESSOR ARIËNS asked whether Dr Cromie was postulating that each new combination should be looked at as a new drug. Should older preparations that had not been screened be rejected? DR CROMIE agreed with the first point, saying that that was the current practice in his own and similar companies of the same size. It would become increasingly necessary as more governmental regulatory bodies introduced their requirements. As to removing an older unscreened combination from the market, that would

Dr and Mrs J. F. Kok, The Hague, being received by Dr J. H. M. Winters (president FIP) and Mr A. Howells (president Pharmaceutical Society)

present difficulties if the product were still used by millions of people.

DR HERXHEIMER pointed out that, in treating humans, the dose could not be "tailored" according to body weight or surface area, as was done with animals. With tablets especially it was almost impossible to adjust for the patient's condition or the stage of the disease.

PROFESSOR BECKETT asked what was meant by "one drug." The net effect was compounded from that of the drug itself, its metabolites, food constituents, and whether the patient smoked or drank. General practitioners might have the potential to "titrate" the patient, but they did not have the facilities. Hospitals also were seriously deficient. Furthermore, it was unlikely that the doctor saw a patient sufficiently often accurately to titrate him.

Experiment on grand scale

A project that seemed fantastically costly, ambitious and exciting to many British and European pharmacists present was described at a symposium mounted by the hospital pharmacists and press and documentation sections.

Presented by MR B. S. SEIBERT, assistant professor of clinical pharmacy and director of pharmacy service, Los Angeles County-University of Southern California Medical Centre, its full title was "Computer Techniques in Processing Prescriptions and Utilising the Drug Information in an Out-patient Clinic."

In the spring of 1967 the pharmacy service of the Los Angeles County-USC Medical Centre began to feed into a computer up to twelve points of information about each out-patient prescription handled, to print automatically the prescription label; and to store the data in an instantaneously retrievable form for providing printouts as needed. The printouts would summarise any one, or a combination, of

the basic points of information. Purposes of the project were to automate dispensing at the Centre and provide comprehensive patient drug profiles. The Centre serves several hundred thousand individuals and dispenses half a million outpatient prescriptions a year.

Aim is to use the data obtained in order to improve patient care in three ways. First is by constructively influencing physicians' prescribing practices by giving data summaries; by issuing drug bulletins prepared by the hospital's pharmacy and therapeutics committee on appropriate use of individual agents; and by releasing summaries of inappropriate prescribing if necessary. Second is by contributing to efficient and appropriate dispensing by automating the rapid provision of a neat and exceptionally complete label and by prepacking frequently dispensed quantities and by using the computer to direct a "conveyored" work flow within the pharmacy. Third way is by controlling patient use (and abuse) of drugs by reviewing the patient's drug profile before authorizing the dispensing of new or refill prescriptions.

From the computer department there are issued for the pharmacy and therapeutics committee a monthly activity and cost summary listing drugs in order of frequency of use; a monthly "restricted-drug" summary pinpointing the use of dangerous or expensive drugs in order to control those of questionable value or liable to be abused.

The whole operation has demanded the participation of 134 persons, 50 of them pharmacists. For that reason mnemonic codes were adopted, the hope being that up to 90 per cent of them would be easily memorised.

Copenhagen system

A computer operation at Copenhagen was described in a second paper, which was by Mr T. Bols. Its purpose is to give quick and reliable accounts, statistics on drug consumption—a control of the requisitioning of drugs for stock purposes on wards.

Principles of the system were devised by Mr. Allert, then chief pharmacist at the hospital, and a team of IBM consultants. The system has been modified and kept up to date and is now applied in connection with all supplies of drugs from the pharmacy.

Mr J. A. Oliver, assistant professor, department of clinical pharmacy, University of Kentucky, said that EDP had applications both in pharmacy procedures and in drug-information services. Greatest potential was in information processing: no other system was so fast or so flexible. EDP had also the potential for developing a nation-wide network for drug information.

Nowhere in the United States was there a perfect application of EDP in hospital pharmacy, but there were some exciting experiments. It was being applied to improve patient care, accumulate and disseminate drug information, control stocks and their distribution, and improve financial administration in the hospitals concerned.



**New
Sugrosa
brings
demand
on a big
scale**



Sugrosa's the *new* sweetener without saccharin. That means no saccharin aftertaste. And no calories, of course. It's the sweetener slimmers can live with—the sweetener they'll be seeing a lot of. Heavy advertising in the TV Times over the next few months is bound to bring your customers in asking for new Sugrosa. Make sure you're ready for them!

Stock up with

**NEW
SUGROSA**

with the new sweet taste—No calories. No saccharin

As featured in the

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SURE SHIELD

iodized
**Throat
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PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Plans for a full pharmaceutical service

Ways in which a comprehensive pharmaceutical service might be provided in areas of low population density have been submitted to the Health Departments by the Pharmaceutical Society. In a 13-page document prepared by the Society's Committee on a Planned Pharmaceutical Service, three main suggestions emerge: the opening of pharmacies for less than the normal full working day; collecting points for dispensed medicines, and mobile pharmacies. A subsidy to encourage pharmacists to provide a service in areas of very scattered population is also proposed, plus limitation of National Health Service dispensing contracts in "rural" areas.

The document's contents have been agreed by the Society's Scottish Department, the Company Chemists' Association Ltd, the Co-operative Union Ltd, the National Pharmaceutical Union and the Pharmaceutical General Council (Scotland) all of which were represented on the Committee. An exception is that the Company Chemists' Association have not agreed to the proposal that NHS dispensing contracts should be limited. They consider that limitation has many potential dangers and that in a rural area where subsidies are involved, limitation of the subsidy to the selected pharmacy would achieve the same objective.

The document first sets out the functions of the general practice pharmacist in the community, admitting that "in spite of his academic qualifications he is

The need

- Even distribution of pharmaceutical services in residential areas
- Flexibility in the provision of services in areas of low population density

little recognised by members of the public as a professional man, since they tend to look upon him as a specialised shopkeeper."

Concentration of doctors in health centres or group practices is expected to lead members of the public to use the pharmacy as the initial source of advice to an even greater extent than at present. Use made of the advisory service is said to depend upon the location of the pharmacy and how well the pharmacist is known.

Two groups, the mothers of young children and the elderly, are singled out as seeking advice more than average.

It is accepted that not every person who visits a pharmacy to purchase a medicine,

seeks advice at the same time. But the document points out that pharmacists regularly volunteer information in circumstances that indicate that the customer is not fully aware of the consequences of medication.

In relation to prescribed medicines, the document refers to the pharmacist's role in checking doses and helping patients to understand the prescriber's instructions, which are often given verbally.

Because of those services to the community, it is argued that pharmacies should not be sited with only the location of a group practice or health centre in mind. Provision of facilities in residen-

The solution

- Pharmacies opening for less than the normal full working day
- Collecting points
- Mobile pharmacies

tial areas also ensures that prescriptions written on domiciliary visits can be dispensed with the minimum of inconvenience to the patient.

In deciding the type of service to be offered, priority should be given to providing the best service to the public while taking all economic considerations into account, says the document.

Pharmacies opening for less than the working day are given as the first choice when a full-time pharmacy would not be economically viable—it is suggested that in areas other than town centres a minimum population of 4,500 is necessary to support a full-time pharmacy. Part-time pharmacies are proposed only for areas which in the opinion of the Executive Council are "rural" in character, not for areas of high population density or where transport facilities to established pharmacies are adequate.

Because of overheads, it is felt that the part-time pharmacy must remain open during normal shop hours for the sale of such goods as can normally be sold by ordinary retailers. Within the premises there would be a separate portion comprising the dispensary and stocks of all products, the sale of which is restricted to pharmacies. The portion would be separable from the rest of the premises by, for example, a grille or partition doors. There would be arrangements to make it clear to the public when a pharmaceutical service was being provided.

The part-time pharmacy proposal would enable a single company to provide a comprehensive service in, for example, two villages some miles apart. Alternatively, a village with poor transport to the nearest town could be served by a part-time pharmacy linked to a full-time pharmacy in the town.

For very small villages situated away from towns or larger villages it is pro-

posed that there should be organised prescription "collecting points" along the lines of those already operating in some areas. Such schemes would be initiated by the Local Pharmaceutical Committee or a body representing the public affected. If there is more than one pharmacy to which prescriptions collected at a particular point might otherwise go, all the pharmacies should have the opportunity to take part in the scheme in rotation.

To cover exceptional circumstances, mobile pharmacies are proposed. The type of area in which they would operate would be the Western Highlands and Islands of Scotland. On no account would they be permitted in other areas, for example, residential localities on the outskirts of towns where their operation could affect the viability of established pharmacies.

Before mobile pharmacies could be set up, there would have to be a change in the law, but it is suggested that Regulations could be made under the Medicines Act to permit their operation under carefully controlled conditions. The economics of mobile pharmacies are totally unknown, but the provision of a subsidy to an operator is not ruled out if the principle is accepted that access to a pharmaceutical service is a social benefit to residents in an area.

The proposed conditions for a mobile pharmacy are that approval should be required from the Executive Councils concerned, the Pharmaceutical Society and the body representing chemist contractors nationally. Approval would cover areas to be served, route to be followed, locations at which the service would be provided, and times and intervals of the service. Each mobile pharmacy would operate from a registered address and there would be conditions about its equipment, cleanliness, etc.

The final section of the committee's document is devoted to the means of attracting pharmacists to rural areas.

An essential is thought to be the provision of a relatively stable situation which the pharmacist could assess on economic grounds. He could then prepare a scheme for providing a pharmaceutical service in

The incentives

- Limitation of NHS dispensing contracts in areas defined as 'rural' in character
- Payment of subsidies in areas of scattered population to encourage establishment of a service

the area, his proposals perhaps including one or more of the expedients suggested above.

"In such situations it would seem to be in the interests of the public to provide some measure of assurance to the pharmacist . . . that his business . . . will not subsequently be rendered totally uneconomic through the opening of a new pharmacy.

"There would therefore seem to be a strong case in the public interest for

limiting the number of NHS dispensing contracts issued by an Executive Council to pharmacists in an area which, in the opinion of the Executive Council, after consultation with the Local Pharmaceutical Committee, is rural in character." Such limitation would not apply, for example, to a market town situated in a rural area.

In Scotland, proposals for a rural area scheme put to an Executive Council by a pharmacist would be considered by the Local Pharmaceutical Committee. But in England and Wales they would be considered by a new Pharmaceutical Practices Committee comprising a chairman (not a medical or dental practitioner or an optician or pharmacist), a practitioner on the Council's medical list, three pharmacists on the pharmaceutical list and two members of the Council.

The committee would take into consideration distance from established phar-

Composition of the committee on a Planned Pharmaceutical Service

Chairman, A. Howells (president of the Society). **Members**, W. M. Darling (vice-president), J. C. Bloomfield, A. Aldington, J. P. Bannerman, H. Steinman, C. C. B. Stevens (all appointed by the Council); A. E. Moor (Co-operative Union Ltd.), G. T. M. David (National Pharmaceutical Union), J. T. M. Ross (Company Chemists' Association), M. M. McNeill (Pharmaceutical General Council, Scotland), D. C. Mair (Society's Scottish Department). **Observers**, A. E. Jupp (Co-operative Union Ltd.), J. Wright (NPU). Mr J. P. Kerr served on the Committee while a member of Council.

macies, effect of the new service on established pharmacies, local shopping habits, availability of transport, physical obstacles to travel, and proximity of the proposed pharmacy to doctors' surgeries in the area. In the case of more than one application, the committee would interview all applicants and make a recommendation to the Council which should be granted the NHS contract.

Finally the document says that on the acceptance of the fact that the provision of a comprehensive pharmaceutical service is a social benefit, "there is a clear case for the payment of a subsidy if this should be necessary to encourage the establishment of that service. The subsidy would be paid by the Treasury" and "should not in any way be considered part of NHS payments made to chemist contractors as calculated following dispensing costs inquiries."

Revised code of conduct sent out for approval

The Pharmaceutical Society's Council have now circulated to branch secretaries their proposals for revising the statement upon Matters of Professional Conduct. Branches have until January 20, 1970 to consider the proposals and send in their comments. The statement, revised if necessary will be put to the 1970 annual meeting for adoption.

The various clauses have now been grouped under three headings as they affect the profession and its members, other professions and the public. The new statement takes account of the Medicines Act, 1968 which is responsible for two of the current paragraphs being omitted —those abjuring the holding of a financial interest in a drug store by a pharmacist and warning against applying the titles of official monographs or names resembling them to substances of a different composition.

Three other paragraphs have also been dropped. The Council feel that owing to changed attitudes the sale of contracep-

tives should be left to individual discretion. They also feel that pharmacists should no longer be restricted to accepting specimens for pregnancy diagnosis through a medical practitioner. As members are not entitled to use the Society's grant-of-arms the reference to its use for business purposes is considered superfluous.

The cover of the Statement has been reworded to make clear that it is intended not only for pharmacists but also for corporate bodies. The preamble now includes an indication that the Council is willing to advise on any matter of professional conduct. The Statement now also covers premises owned by pharmacists at which General Sale List goods only may be sold.

Modified paragraphs

Other paragraphs have generally been reworded; some of the more substantial alterations are given below.

Paragraph 5 (currently 3) now prohibits descriptions drawing an invidious distinction between *pharmacies* as well as between pharmacists. No examples of such descriptions are now given.

Paragraph 6 (7) bans the advertising of dispensing of medicinal products or of *professional services*. **Exceptions** (a) a discreet notice "National Health Service prescriptions dispensed" or "Pregnancy testing undertaken" may be exhibited at any pharmacy.

(b) the term *dispensing chemist* may be used as a personal description as before. (c) a discreet announcement may be made in the local Press of the opening of a new pharmacy or transfer of an old one.

Paragraph 8 (9) Special Offers. The term *special price* is substituted for *reduced price*. The paragraph now refers both to dispensing and sale and supply of medicines.

Paragraph 9 (13) Undignified display material. The former prohibitions are now given as examples *prize, competition or similar scheme* now reads *free samples, prizes, gifts, competitions, vouchers, temporary price reductions or other special offers*. The words (*whether in connection with a medical practitioner or not*) have been added after use of the terms Doctor, Dr.

"A reference to complaints of a sexual nature . . . no longer appears.

Paragraph 11 (21) The ban on canvassing now only applies to the promotion of medicinal products or a dispensing service.

Paragraph 12 (15), Discussion of prescriptions, now refers to *the therapeutic efficacy of prescriptions*.

In Paragraph 14 (17), recommendations, the word *particular* has been dropped thus extending the paragraph cover to group practices or partnerships. Pharmacists are not precluded from recommending a customer to seek medical advice.

Paragraph 15 (24) Doctor/pharmacist relationships. The examples, said to have tended to confuse, have been dropped.

Paragraph 16 (1), scope of service, no longer attempts to indicate what comprises a reasonably *comprehensive pharmaceutical service*.



Pharmacist Mr R. J. Powell and his 14-year-old son, who canoed across the Channel recently, in 6½ hours (C&D, August 30 p 173). Mr Powell has a pharmacy at 384 Lordship Lane, London N17. Photo courtesy Loughton & Woodford Gazette

C&D ARTIST AT THE BRITISH PHARMACEUTICAL CONFERENCE
BELFAST 1969
A MOST CONVIVIAL CONFERENCE



"I AM PROUD OF ITS INDUSTRIAL ACHIEVEMENTS AND ITS UNIVERSITY"



CHAIRMAN OF THE CONFERENCE DR E.F. HERSENT

"DRUG STANDARDS FOR THE FUTURE"

PRESIDENT OF THE CONFERENCE AND OF THE PHARMACEUTICAL SOCIETY OF Gt. BRITAIN A. HOWELLS



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CAN WE OVERSEAS PEOPLE COME AGAIN?



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PHARMACIST ADVISER TO MOH NORTHERN IRELAND



MOH. CANTEEN WAITRESS READS THE ACTIST'S TEALEAVES.

BELFAST CONFERENCE contd.



PROMOTIONS

Diagnostic aids for obesity promotes prescription product

A kit of "aids for obesity diagnosis" is being supplied to doctors in a promotion for the pharmaceutical speciality Ponderax (fenfluramine).

Main item in the kit is a pair of plastic calipers for the measurement of skinfold thickness, a parameter which reflects the amount of fat in the body better than the parameter of weight alone.

Measurements of skinfold thickness are made at a subscapular site in men and at a mid-triceps site in women. Reading off the thickness in centimetres gives an indication of mild, moderate or severe obesity.

The kit also includes a tape measure, weight-height-frame tables and a pad of patient-instruction and weight record cards. Makers of Ponderax are Selpharm Laboratories Ltd, Percival House, Pinner Road, Harrow, Middlesex.

Saving and bonus on Haliborange

For a limited period, Allen & Hanburys Ltd, London E 2 are distributing "money-off" packs of Haliborange tablets. The 200-size pack is reduced by 2s, the 100-size by 1s.

A retailer bonus with the offer increases the margin. Haliborange is being backed by Press and television support.

Promoting kitchen rolls

An offer of two cookery books for 11s 6d is currently being made to all purchasers of the new Spic Span kitchen rolls. The offer is promoted by special showcards, on outer cases, and company documentation to the trade. (Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8.)

Chemists' door sign

International Chemical Co Ltd say that their glass Anadin open/closed sign is still available to dispensing chemists.

The sign also indicates the early closing day and bears the legend "When closed please put prescription through letterbox." Available from representatives or direct from the company at 12 Chenies Street, London WC 1.

- OPEN -

Nothing acts faster than

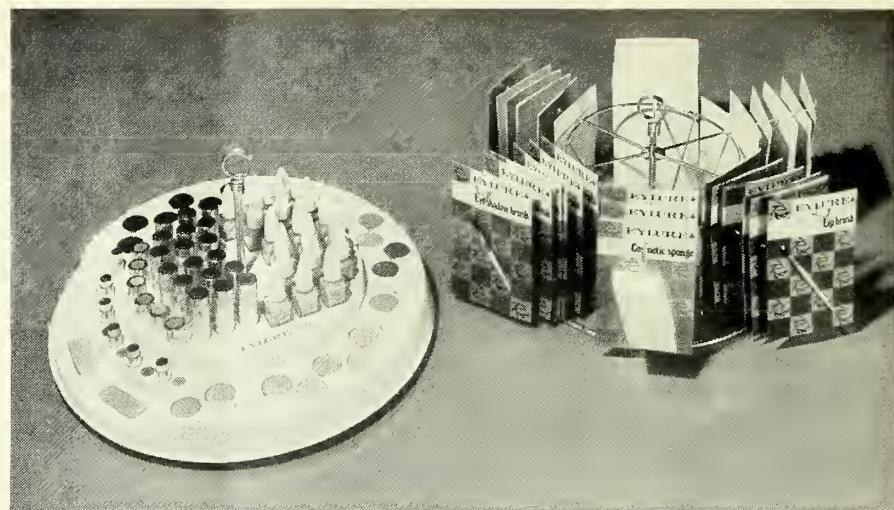
ANADIN

TABLETS

THE POWER TO STOP PAIN

EARLY CLOSING DAY
WEDNESDAY

When closed
please put prescription
through letterbox



Stands for new Eylure ranges

Eye-catching display units pictured above are available from Eylure for new lipstick, nail polish and eye make-up ranges now being introduced.

The new eye make-up shades include Blue Haze, Green Haze and Cream Shadomatte.

The matching lip and nail colours are: Icicle Pink, Iced Mango, Raspberry Mousse, Dusky Rose, Pastel Mink. There is also an additional lipstick shade: Spicy Orange, and a new nail polish: Pink Pearl.

Eylure is also offering a revised range of cosmetic brushes with cosmetic sponges presented on attractive carded packs. They include eyeliner brush 4s 3d shadow brush 5s, lipbrush 5s 3d, blending brush 7s 9d, shadow applicator 4s and cosmetic sponge 3s 6d. (Eylure Ltd, 8 Grosvenor Street, London, W 1.)

Christmas preview

Beginning October 27 Heinz will be running their "Toddlers toys for Christmas promotion," featuring four major toys offered to the consumer at reduced prices through the Heinz baby club booklet. The promotion will be conducted at point of sale with a display card featuring a picture of the toys and leaflets with details of how to obtain them. (H. J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex.)

Heavy support for hairdryer

From October until Christmas, the Ronson 2000 will be the subject of the most costly advertising campaign ever for a hairdryer, say the makers.

Beginning in October and running for seven weeks, colour pages will appear in *Woman*, *Woman's Own* and *She*. From November, 30-second commercials go out on all television regions. (Ronson Products Ltd, Randalls Road, Leatherhead, Surrey.)

Gloves launched with "fivepence-off"

Confident that they have found a "huge gap" in the housegloves market, L R Industries are launching new Marigold lightweight with "fivepence-off" the recommended selling price of 2s 11d.

The "gap" referred to is the need for a thinner fully lined glove at the lower price level. Consumers will be informed of the advantages of Marigold lightweight

— and the launch offer — by a heavy national promotion including a regional television campaign.

Retailers can obtain a self-service display stand free from LR Industries Ltd, London E 4.

TV support for new pack

Introduction of a new and colourful pack for Liga balanced infant food is being supported by a strong television campaign in Lancashire and Cheshire on Granada.

The campaign is expected to attract the attention of many new mothers. In addition, an extensive sampling operation to new mothers has been started. (Liga Infant Food Ltd, 23 Saxby Street, Leicester LE2 ONL.)



ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; Cl = Channel Islands

Anadin: All areas except WW, We, E.

Askit: Sc, B, G.

Andrews: All areas except M, Lc, Y, Sc, So, A.

Bellair: Ln, M.

Bisodol: Lc.

Cleen-o-pine: All except E.

Fore: Lc, Y.

Fynnon Spa: NE.

Iron Jetloids: NE.

Julcents: Y.

Macleans: NE, WW.

Phyllosan: WW.

Steradent: Ln, M, Sc, So, A, Cl.

NEW PRODUCTS AND PACKS

Medical Specialities

Two from R. P. Drugs

Under the trade mark Paldona R.P. Drugs Limited have issued a white scored tablet containing methaqualone 250mg and diphenhydramine hydrochloride 25 mg for all forms of insomnia. The company state Paldona is contraindicated in patients with severe liver disease and that normal dosage is one tablet to be given at bedtime. Patients should be advised not to consume alcohol concurrently as there is likelihood of prolonged sedation. Packs are containers of 50 tablets (10s 0d) and 500 tablets (90s 0d). Supply Restrictions: P1 S4B.

Guanor expectorant, a new preparation from the same company, is a pleasantly flavoured red viscous expectorant. Each 100 ml contains: Ammonium chloride 2.7 g, diphenhydramine hydrochloride 280 mg, sodium citrate 1.14 g, chloroform 450 mg and menthol 22 mg. Indicated for coughs and bronchial congestion. The dosage is: adults: 5-10 ml every 2 or 3 hours and, children 2.5-5 ml 3 hours. Pack is a bottle containing 2 litre (22s). (R.P. Drugs Ltd, 332 Meanwood Road, Leeds LS7 2IN.)

Over the Counter Medicinals

Cold relief from Reckitt

Following a successful test marketing in the Southern Television area, Reckitt and Sons Ltd are mailing chemists in the UK with a specially designed display outer containing an introductory letter and three trial cartons of their new fast-acting cold relief, Lem-Sip.

Lem-Sip is packed in individual dose sachets, each of which contains acetaminophen 650 mg, phenylephrine hydrochloride 5 mg, sodium citrate 500 mg, and ascorbic acid 10 mg in a base containing whole lemon, citric acid, colour and sweeteners.

A large-scale TV advertising campaign breaks shortly with 45 second spots on the major networks.

The contents of a sachet are dissolved in hot water and sweetened to taste. No more than four doses should be taken in 24 hours.

Lem-Sip comes in a pack of five foil-



wrapped powders (3s 11d). (Reckitt & Sons Ltd, Pharmaceutical Department, Hull.)

Cosmetics and toiletries

...to end all executive cases

The Colton Co introduced the new Nine Flags men's toiletry sets to the Press recently. Among the guests was Digby Morton, who designed a special outfit and scarf for the sales promotion team.

The Nine Flags VIP international travel case is designed as the "compleat businessman's luggage". It contains all-electric grooming apparatus with every conceivable plug attachment for every conceivable socket from Haiti to Hong Kong and includes the newest Ronson rechargeable razor, a battery-operated toothbrush, an electric hair dryer, and five items from the Nine Flags International Set. With ample room for overnight clothes, the all-leather silk-lined black case, is custom-built to order at the approximate price of 65 gns.

Another introduction by the company is the Nine Flags bathroom rack 19s 6d (see photo) holding three of the six International Set all-aerosol grooming products. The aluminium rack can be fixed to the bathroom wall or stood on the shelf. (Colton Co, 51 Charles Street, London W1.)

Wella range for men

Wella for Men is a new, complete range of hairdressing preparations specially developed by Wella (Gt Britain) Ltd.

All products in the range are designed to achieve a natural look in hair and each of the products is alcohol based.

There are two shampoos each in sachets (10d); Wella shampoo, specially formulated to keep hair shining, and Wella anti-dandruff shampoo. Wella Med (7s 6d) medicated hairdressing not only combats dandruff but gives light, positive "hold."

Wella Form (7s 6d) liquid hairdressing is refreshing and subtly scented. Wella Form non-greasy hairdressing with alcohol is in handy tube form (5s 6d). Wella

Form non-greasy spray (9s 11d) gives invisible control, suiting all types of hair. (Wella (Great Britain) Ltd, Wella Road, Basingstoke, Hants.)

For fine hair

A new product has been especially designed for women with fine hair who complain that their hair is limp and lifeless and sets do not hold. Breck are offering creme rinse with body, which is used on wet hair after the final shampoo rinse. The company state "The hair actually feels and looks thicker and has bounce." The secret is partly in the protein used in the formulation which is substantive to the hair, i.e. it becomes added to the hair. In addition to "adding body" the product has the same properties as regular Breck creme rinse. Breck creme rinse with body, is an attractive blue colour. Packs are: bottle (4s 5d) and sachet (1s). (Cyanamid of Great Britain Ltd, Bush House, Aldwych, London WC 2.)

Autumnglints by Germaine Monteil

Two new products are being introduced by Germaine Monteil this Autumn.

A gel-rouge (35s) to give a natural blush to cheeks and face and a Lipglint (20s 5d) to tint lips with transparent colour and gloss. Both are offered in four new fashion shades: Peppermint, a vibrant, crystal clear red; Pinkberries, a clear bright medium pink; Plumgranate, a deep rosy plum and Indian Orange, a warm burnished coral.

The Autumnglints give new transparent colour and have been created by Germaine Monteil to emphasise skin tones and the clarity of a complexion. This new transparent make-up is a claimed perfect complement to a good skin-care programme.

Gel-rouge is presented in a lightweight white and gold tube containing $\frac{1}{2}$ oz.

Lipglints are in the Super-Moist golden lipstick case engraved with the distinctive Monteil Fleur-de-Lis. (Germaine Monteil (UK) Ltd, Old Bond Street, London W1.)

TRADE NEWS

Cancer symptoms listed in Family Doctor book

Eight warning signs and symptoms of cancer are listed in a new Family Doctor publication, "The Truth About Cancer" (1s 6d).

They are chronic cough or hoarseness; any sore or ulcer which does not get better; unusual bleeding or discharge; a change in regular bowel or bladder habits; chronic indigestion or difficulty in swallowing; a lump in the breast, neck, armpit or anywhere in the body; a change in a mole or wart; unexplained weight loss.

Author is Dr M. Irwin, a British doctor who is senior medical officer at the United Nations in New York. Booklets are available through NPUM Ltd, 321 Chase Road, London N14.

New Ten Dose Dop shampoo

To meet the demand for the larger economy size packs of new size Dop shampoo — Golden Ltd, Berkeley Square, London W1, have added to their list a new ten dose Dop shampoo (7s). Available as Dop N for normal hair, D for dry hair, G for greasy and S for scurf and dandruff, they are packaged in transparent plastic bottles that allow the attractive pearlised colours of the shampoo to be seen.

A new eye-catching display unit holds 12 bottles, three of each type, in its compact vacuum formed base.

Laevoral fructose preparations

Following a recent article in the *Scottish Medical Journal* on the management of the acute alcoholic patient which received considerable national publicity, Calmic Ltd, Crewe, Ches, have received several inquiries about their fructose and laevulose products.

They point out that these products are: Laevoral, 65 per cent fructose, available in 10 oz and 40 oz packs; Laevoral-C 65 per cent fructose plus ascorbic acid and pyridoxine HCl, available in 100 ml and 250 ml packs. Also available, as Laevosan, are 62·5 per cent, 20 per cent and 40 per cent solutions of fructose in ampoules for injection. All the products are available from wholesalers or direct from the manufacturers.

Purchase tax exemptions

Lusty's Natural Products Co Ltd London Road, Westcliff-on-Sea, Essex, have issued a reminder that as from August 1 Lusty's Kelp preparations were exempt from purchase tax.

Bengue & Co Ltd, Mount Pleasant, Wembley, announce that Benuride pheneturide is now exempt from purchase tax.



New look for Metatone

Metatone, is being presented in a new and attractive pack. The 250 ml bottle is in a red carton with white top and both the 250 ml and 500 ml bottle labels reflect the same design elements as the carton.

Metatone is one of the products in the winter bonus scheme offered by Parke Davis & Co, Staines Road, Hounslow, Middlesex, details of which may be obtained from their representatives. As the new pack is not being advertised generally at the present time, the company request that stocks of the old pack are not returned for credit.

Smaller packs

Justine the feminine perfume launched by Parfums Louis Feraud (London) Ltd, 35a Bessborough Place, London SW1, is being made available in an eighth-of-an-ounce size bottle (32s 6d). Pack is a chunky crystal bottle with a gold screw top that adds modern elegance to any dressing table. The matching *eau de toilette* is in the same clear cut crystal.

Mixing security with advertising

By employing existing circuits, shops equipped with Photo-Scan closed circuit TV (see C & D, May 31 supplement p 14) can now transmit 15-second advertising spots to the monitor screens on view in the shopping areas.

A separate camera televises material displayed on a series of 36 cards (8½ x 6 in) which are changed by an automatic dispenser. The suppliers are Photo-Scan International, Pimley Manor, Sundorne Road, Shrewsbury, Shropshire.

Taken over Parfum Lubin distribution

J. L. Perl Ltd, 8 Esterbrooke Street, London SW1 have recently taken over distribution of Parfum Lubin range including preparations marketed under the following titles:- Nuit de Longchamp, Gin-Fizz and Eau Neuve.

In two systems

Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17, point out that for the home market their

new Cannon feeding bottle is graduated to 9 oz in addition to 250 cc.

Constituents of Madecassol

Rona Laboratories Ltd, Cadwell Lane, Hitchin, Herts, who recently took over the distribution of Madecassol in the United Kingdom, state that the description "Asiaticoside" used in reference books in the UK is incorrect, that Madecassol is a "titrated extract of the plant Centella Asiatica," and is comprised of the triterpenic constituents of the plant. It contains primarily asiatic acid, madecassic acid and asiaticoside.

Christmas is coming

Culinary flavours and colours in great demand at Christmas, are being offered by Food Industries Ltd, Dock Road South, Bromborough Port, Ches, in ½ and 1 oz bottles. Larger bottles are also available and all have colour-coded labels to aid identification of the product.

Metricated

Medo-Chemicals Ltd, 144 Fortress Road, London NW5, advise that when present stocks packed in Imperial measures are exhausted the following preparations will be available only in the following metric sizes: Insomnol 150 ml, Pectomed 150 ml, 1 and 2 litres, Pholcomed 150 ml, 1 and 2 litres, Pulmodrine 150 ml and 1 litre, Tonivitan A & D syrup 150 ml and 1 litre Tonivitan B 150 ml, 1 and 2 litres. (Amendment.)

Orders for Owbridge products

Consequent upon the acquisition of W. T. Owbridge Ltd by Organon, orders for Owbridge's cough remedy and pastilles should now be sent to local wholesalers.

Larger orders may be sent to Organon Laboratories Ltd, Crown House, London Road, Morden, Surrey. It has been mutually agreed to terminate the Vestric exclusive UK agency for the products.

Bonus offers

Macdonald of Manchester, Portland Mill, Ashton under Lyme, Lancs. Silcot sanitary towels. 3-case bonus 21s 4d, 5-case 42s 8d, 10-case 85s 4d, 15-case 128s, 20-case 170s 8d. Silcot briefs and panties. One nylon chic no-belt brief (value 7s 6d each) free with each 12 garments (minimum order 24). Silcot san belts. 12 Trimline sanbelts (value 27s) free with counter display containing 12 each popular, trimline, deluxe and suedeline. (Until November 15).

Mentholatum Co Ltd, Slough, Bucks. Mentholatum deep heat rub, 4s 1d size, 13 invoiced as 12; 6s 2d and 8s 2d sizes, 7 invoiced as 6. Mentholatum balm, 13 invoiced as 12 (until October 31).

Potter & Clarke Ltd, P.O. Box 3, Cherry Orchard Road, Croydon, CR96HD. Potter's catarrh pastilles 13 charged as 12. 36 or more, 144 and over, 14 charged as 12. On orders of 72 and over where at least 36 other pastille flavours are included, the bonus on catarrh pastilles is 14 charged as 12.

PATENTS

Complete specifications accepted
From the 'Official Journal (Patents)',
September 4.

Motor-driven shaver
Gillette Co. 1,167,596.

Nucleosides and the manufacture thereof
Upjohn Co. 1,167,605.

Heterocyclic derivatives of triphenylethylenes, triphenylethanes and triphenylethanols including salts and derivatives thereof
Richardson-Merrell Inc. 1,167,613.

British patent specifications relating to the above will be obtainable (price 4s 6d each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, WC2, from October 15.

Complete specifications accepted
From the 'Official Journal (Patents)',
September 10

Baby feeding accessory
C. P. Lumgair. 1,167,661.

Substituted salicylamides and germicide compositions made therefrom
Stecker International SpA. 1,167,734.

Substituted pyrimidines and the manufacture thereof
Upjohn Co. 1,167,735.

N-hydroxypyrimidines
Upjohn Co. 1,167,736.

Germicidal nonionic detergent-iodine preparations
West Laboratories Inc. 1,167,743.

Veterinary compositions
Salsbury Laboratories. 1,167,815.

Substituted 1-aza-cyclo-alkanes, their production, and their use
Farbenfabriken Bayer AG. 1,167,816.

Cyclopropanecarboxylic acid esters, methods of preparing them and insecticidal compositions containing them
Sumitomo Chemical Co Ltd. 1,167,823.

Stabilising of formaldehyde solution
Toyo Koatsu Industries Inc. 1,167,839.

Alkaloid from ocotea
Siphar SA. 1,167,929.

Phenothiazine derivatives and process for their production
J. R. Geigy AG. 1,167,980.

Water-soluble, antibiotic derivatives of chloramphenicol and analogous compounds, and intermediates therefor
Roussel-Uclaf. 1,168,021.

Agents for the selective control of weeds in beet
Farbenfabriken Bayer AG. 1,168,029.

Biocidal composition
Mobil Oil Corporation. 1,168,062.

Substituted phenazines and their use as herbicides
Shell Internationale Research Maatschappij NV. 1,168,094.

Quinoline derivatives
Imperial Chemical Industries Ltd. 1,168,105.

Amide derivatives of 1-piperazine acetic acid and process for their preparation
Delalande SA. 1,168,108.

Injection syringes
Elastometall-Damme/Oldenburg GmbH. 1,168,201.

Substituted-C-nor-androstanes
Abbott Laboratories. 1,168,227.

Heterocyclic compounds and methods for their production
Parke, Davis & Co. 1,168,229.

Apparatus for injecting radio opaque liquid into a vascular system
J. C. Hobbs. 1,168,263.

Herbicidal compositions and their use
Agrifit SA. 1,168,274.

Preparation of acylsalicylate derivatives
Sterwin AG. 1,168,289.

Heterocyclic compounds
Allen & Hanburys Ltd. 1,168,291.

Penicillins and a process for preparing them
Farbwerte Hoechst AG. 1,168,301.

Aluminium n-acetylglucinate and pharmaceutical compositions containing the same
R-Y Mauvernay. 1,168,302.

Preparations of 3,6-diaminopseudocumene

Vitamins Ltd. 1,168,305.

Method of, and lethal preparations for, protecting buildings against damage by vermin
Rentokil Laboratories Ltd. 1,168,330.

Tooth paste

Geigy AG. 1,168,331.

Pharmacologically active pyridazines
Gruppo Lepetit SpA. 1,168,334.

Dentifrice

Bofors AB. 1,168,366.

Nitrofuryl quinazolines

Norwich Pharmacal Co. 1,168,430.

Lenthionine

Takeda Chemical Industries Ltd. 1,168,436.

British patent specifications relating to the above will be obtainable (price 4s 6d each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, WC2, from October 22.

COMING EVENTS

Tuesday September 23

Dust Control and Air Cleaning Exhibition, Olympia, London W14. Until September 26.

International Filtration and Separation Exhibition, Empire Hall, Olympia, London, W14. Until September 26.

Leicester and Leicestershire Branch, Pharmaceutical Society. Postgraduate medical centre, Leicester, at 8 pm. Chairman's evening.

North Staffordshire Branch, Pharmaceutical Society. Medical Institute, Hartshill, Stoke-on-Trent, at 7.45 pm. Dinner followed by Mr J. Ferguson (an assistant secretary of the Society) on "Obstacles or Opportunities? Matters of Moment in Pharmacy" (members only).

Lancaster, Morecambe and Westmorland Branch, Pharmaceutical Society. Stonegate House, Bentham, Yorkshire. Social evening. Charge per person 15s.

Oxfordshire Branch, Pharmaceutical Society. Neilson House, Headington, at 8 pm. Wine and cheese evening with speaker from the Cheese Marketing Board.

Warrington Branch, Pharmaceutical Society. Hill Cliffe Hydro, Appleton, at 8 pm. Mr C. C. Stevens (a member of Council) on "The Pharmacist's Professional and Legal Liabilities."

Wednesday September 24

Bolton Pharmaceutical Association. Bolton Medical Institute, Royal Infirmary, Bolton, at 8 pm. "Potato Pie Pop-In."

Manchester Pharmaceutical Golfing Society. Romiley Golf Club. Medal competition for Hough Hoseason trophy and prize. Rotary room, Angel hotel, Bridge Street, Peterborough, at 8 pm. Mr J. Gowler (chief weights and measures inspector, City of Peterborough) on "Recent Legislation Affecting Pharmacy."

Thursday September 25

Bristol Branch, Pharmaceutical Society. Dyrham Lodge, Clifton Park, Bristol 8, at 7.30 pm. Mr M. W. Ponsford (field archaeologist, Bristol City Museum) on "Recent Archaeological Excavations in Bristol."

Institute of Purchasing and Supply Minibition, Eastbourne, Sussex. Until September 28.

Northumbrian Branch, Pharmaceutical Society. Northumbria hotel, Osborne Road, Newcastle, at 8 pm. Mr I. Jones (senior lecturer in pharmacy management, Sunderland School of Pharmacy) on "Principles of Management and Business Administration as Applied to a Pharmacy."

West Ham Association of Pharmacists. Visit to Southend Farm, Upshire Hall, Waltham Abbey, "around sunset" (7 pm approx.).

Saturday September 27

London Branch, Guild of Public Pharmacists. Visit to Elizabeth II Hospital, Welwyn Garden City. Leave King's Cross by 1504 train.

Sunday September 28

Eastbourne Branch, Pharmaceutical Society. Outing to Sheffield Park. Meet at entrance (own cars), 2.30 pm. Bring camera.

Advance information

Pharmaceutical Group, Royal Society of Health, 17 Bloomsbury Square, London WC1 on November 28. Informal dinner. Cost of ticket: £4 4s to include cocktails, wine and liqueurs.

MARKET NEWS

Citric acid going up on October 1

London, September 17: Hydrous citric acid is to go up by £17 per metric ton and by up to £21 for smaller lots on October 1. Increasing molasses prices coupled with overall increases in production costs are given as reasons for the revised schedules, which are firm until June 30, 1970, by one of the large producers.

The new schedules show that anhydrous grades of citric acid have been subjected to a smaller increase than the hydrous grades. Anhydrous material can apparently be produced marginally lower than hydrous material on an activity basis and that differential should become more marked as more plant begins production.

Celery seed again provided the feature of the week among aromatic seeds. Shippers were asking 820s cwt, c.i.f., while a small parcel on the spot changed hands at 750s. It was forecast that the price may go as high as 1,000s before the end of the year. Pepper was firm and most other spices were unchanged with no signs of easing. Benzoin at the lower end of the price scale was £1 cwt dearer. Alexandria hand-picked senna pods were dearer by sixpence lb also at the bottom of the scale.

A report from Tuticorin states that because of rains in the senna growing areas the faq leaves will not be so good in quality as previously, although they will be more plentiful. Shipments from Tuticorin during August included:

	UK	USA	Europe
Senna leaves	tons	tons	tons
pods	12	3	160

Costa Rican ipecacuanha was slightly easier forward but matto grosso was dearer. Camphor powder was lower by 2s 6d kg. Prices of Canary Isles cochineal and sarsaparilla are nominal. Easier were witch hazel leaves and Canada balsam.

Among essential oils bois de rose was 2s 6d kg dearer on the spot despite a small price reduction at origin. Chinese spearmint was dearer by one shilling kg and peppermint by threepence lb. Lemongrass eased by one shilling kg spot but citronella from Ceylon and China was threepence lb up.

Pharmaceutical chemicals

Adrenaline: (Per g.) Synthetic 1-kg lots, 1s 2d; 500 g 1s 4d acid tartrate, 1 kg 10½d; 500 g 1s. **Aloin:** 50-kg lots 101s 6d kg. **Aluminium chloride:** Pure 6s 5d per kg in 50-kg kegs. **Aminacrine hydrochloride:** £25 kg.

Amphetamine: Base 150s per kg in 5-kg lots; sulphate 120s; **Dexamphetamine:** 270s per kg for 10 kg. **Barium sulphate:** BP, 50-kg lots 3s 8d, 250-kg 3s 3½d, in kegs. **Benzocaine:** 50-kg lots 27s 4d kg. **Benzoic acid:** 50-kg kegs, 6s 5d kg; sodium salt 6s 6d. **Boric acid:** BP grade per 1,000-kg: granular £86; crystals £99; powder £92 10s; extra-fine powder £94 10s in paper bags, carriage paid. Technical from £73 10s to £82 15s. **Brucine:** (Per oz) sulphate 10s; alkaloid 12s 6d for 100-oz upwards. **Caffeine:** Hydrate and anhydrous in less than 50-kg lots 32s 9d kg; over 50 kg 30s 3d. **Calcium carbonate:** BP light precipitated powder 1-ton lots £47 10s per ton in free bags, delivered. Prepared powder £22 10s ex works. **Calcium chloride:** Fused 437s 8d per 100-kg in 12½-kg tins. **Calcium gluconate:** (Per kg): 25-kg 10s 4d; 50-kg 9s 9d; 250-kg 9s 5d. **Calcium lactate:** 250-kg £412 per 1,000 kg. **Cantharidin:** £75 per 100 g. **Citric acid:** BP granular (single deliveries per 1,000 kg in lined bags), 50-kg £258; 250-kg £250; 1,000-kg £240. Premiums: Anhydrous, granular £18; powder £10; crystals £15. **Cocaine:** 35-oz lots hydrochloride 115s per oz; alkaloid 126s oz. Subject to DDA. **Ephedrine hydrochloride:** 4s 9d per oz for 100-oz lots. Methyl derivatives 425s kg. **Hypophosphites:** Per kg:

Quantity	12·5 kg		50 kg	
	s	d	s	d
Calcium	20	10	19	4
Iron	43	1	41	7
Magnesium	36	4	34	4
Potassium	28	11	26	10
Sodium	23	5	21	5

Hyoscyamine sulphate: 1-kg lots 1,053s. **Mercurochrome:** 145s 4d per kg. **Mercury salts:** Per kg for under 50-kg lots—ammoniated powder 168s; perchloride 145s; subchloride 171s; oxides, yellow 177s and red 182s; iodide (25-kg lots), 122s. **Mersaly:** Acid 275s per kg; sodium 375s. **Methyl salicylate:** 250-kg 8s 5½d kg. **Neomycin sulphate:** BP 5-kg 550s kg sterile and non-sterile. **Phenolphthalein:** 250-kg lots BP and yellow 18s 9d kg. **Physostigmine:** (100-g lots, per kg); salicylate 13,733s 6d; sulphate 17,574s 6d. **Pilocarpine:** 1-kg lots hydrochloride 1,379s; nitrate, 1354s.

Crude drugs*

Aloes: (per cwt) Cape primroses 300s spot, 280s, cif; Curacao 640s spot; shipment nominal. **Balsams:** (Per lb) **Canada:** Shipment 32s, cif; 33s spot; **Copaiba:** 10s, cif; 10s 6d spot; **Peru:** 13s 6d spot; 13s, cif; **Tolu:** BP 13s; genuine as imported 41s 6d cif. **Benzoin BPC:** spot £33 to £45 per cwt. **Buchu:** 27s spot and cif. **Camphor:** BP powder 35s kg; **Cardamoms:** (Per lb) Tanzanian 20s spot; 19s 6d cif. Alleppo greens 30s 6d, cif.; prime seed 37s 6d, cif. **Cinnamon:** Seychelles bark 430s cwt spot; 400s, cif. Ceylon quills (cif), four 0's 7s 4d lb; seconds 5s 3d.; quillings 5s. **Cochineal:** (Per lb). Canary Isles forward prices are recommended Peruvian silver-grey 33s, spot; 31s, cif. **Ginger:** (cwt) Nigerian split 410s; peeled 400s spot, 362s 6d, cif. Jamaican No. 3 700s spot. **Gums:** (Per cwt) **Acacia:** Kordofan cleaned sorts 265s spot; 252s, cif. **Karaya:** No. 2 f.a.g. 435s spot; 415s, cif. **Tragacanth:** No. 1 spot £290; No. 2 £265. **Ipecacuanha:** (Per lb)—Matto Grosso spot 55s 6d; 55s, cif; Costa Rican spot 64s; shipment (September-October) 60s 6d, cif. **Menthol:** (lb) Chinese 38s spot; October-November shipment 34s 3d, cif. Brazilian 27s spot; 26s 3d, cif. **Nutmegs:** (Per lb, cif). Grenada 80's 6s 4d; 110's 5s 10d; defectives 4s 1d; East Indian 80's 5s 4d, 110's 4s 9d, bwp 4s 1d. **Pepper:** Sarawak white 3s 10½d spot, 3s 7d, cif, black 2s 10½d, spot. **Saffron:** Mancha superior 575s per lb. **Sarsaparilla:** Spot 5s 9d lb; shipment 5s, 3d, cif, both nominal. **Seeds:** (Per cwt) **Anise:** Chinese star unselected 190s; Spanish greens 257s 6d. **Caraway:** Dutch, 170s on spot. **Celery:** Small parcel sold at 750s;

shipment 820s, cif. **Coriander:** Moroccan 105s spot; 97s 6d, cif. **Cumin:** Chinese 175s duty paid; Syrian 140s, cif. **Dill:** Chinese 125s spot. **Fennel:** Chinese 115s duty paid; 95s, cif. (50-kg). **Fenugreek:** Moroccan 75s duty paid; 56s, cif. **Mustard:** English 60s to 95s as to quality. **Squill:** Italian white 210s cwt spot nominal. **Witch hazel leaves:** Spot 4s 8d lb spot; 4s 3d, cif.

Essential and expressed oils*

Almond: Imported 5s lb spot. **Amber:** Rectified spot, 2s 6d per lb. **Anise:** Chinese 15s 6d lb spot, 14s 9d, cif. **Bay:** 43s lb spot; 41s, cif. **Bergamot:** Spot from 65s to 75s lb. **Birch tar:** Rectified 16s lb spot. **Bois de rose:** Brazilian 42s 6d kg spot; 39s, cif. **Buchu:** Imported 1,200s lb. **Cade:** Spanish 3s lb, drum lots. **Cajuput:** Spot from 10s to 12s lb. **Camphor, white:** Spot 7s 9d kg, duty paid; 7s, cif. **Cananga:** Java, 24s lb. **Caraway:** Spot 55s lb; English 80s. **Cardamom:** Indian 525s per lb, English-distilled 1,930s kg. **Cassia:** Spot 20s-25s per lb for 80-85 per cent; 19s, cif. **Castor:** BP £200 ton, naked ex mill. **Cedar:** Leaf 60s lb; wood African 7s 6d; American 13s 6d. **Celery:** Prices nominal. **Cinnamon:** English distilled 52s oz; Ceylon leaf 15s lb; Seychelles leaf rectified, 19s. **Citronella:** Ceylon 7s 3d per lb spot; 6s 9d, cif; Formosan no offers; Chinese 6s in bond; 6s cif. **Clove:** (lb) Madagascar leaf 12s, 9d in bond; 12s 6d, cif for September shipment English distilled bud 66s. **Cod liver:** BP in 45-gal drums 12s per gal plus 30s deposit on drums. Veterinary from 9s 10d to 10s 9d per gal 25-stone lots, delivered. **Coriander:** From 45s per lb spot. **Cubeb:** English distilled 100s. per lb. **Cumin:** English distilled oil from 120s per lb imported from 100s. **Dill:** BP 52s 6d lb spot. **Eucalyptus:** Chinese 80-85 per cent 12s kg spot; 10s 9d, cif. **Fennel:** Spanish sweet 13s 6d lb. **Geranium:** Bourbon 110s lb. **Ginger:** (per lb) Indian 365s; Chinese 80s nominal; Jamaican 175s. **Juniper berry:** English distilled 270s lb; imported 65s. **Lavandin:** French 30-32s 24s lb. **Lavender:** French 40-42s, 50s lb. **Lavender spike:** Spanish 24s 6d lb. **Lemon:** Spot 35s to 55s lb as to quality; Sicilian for shipment 50s-60s, cif, shipment from 50s, c and f. **Lemongrass:** Spot 57s 6d kg; September-October shipment 51s, cif. **Lime:** West Indian distilled from 70s per lb. **Nutmeg:** East Indian 45s lb; West Indian 80s; English distilled 100s. **Olive:** Spot, £345-£350 per ton ex wharf duty paid. Shipment: Spanish £275-£280 metric ton fob; Moroccan £265-£270, c and f London. **Orange:** Florida sweet from 6s per lb. **Palmarosa:** 205s kg spot; 195s, cif. **Patchouli:** Spot 25s to 26s per lb duty paid; shipment 21s to 23s 6d, cif. **Pennyroyal:** Spot 16s 6d lb. **Peppermint:** (Per lb) **Arvensis:** Chinese 10s 6d spot; 10s 6d, cif. Brazilian 11s 6d spot; shipment 10s 4½d, cif. American **Piperita:** 42s to 55s cif. 5 new crop. Italian 95s. **Petigrain:** Paraguay for shipment 18s lb, cif; spot 19s. **Pine:** **Pumilio:** 15s 6d to 17s 6d per lb; **sylvestris:** 11s; **abietis:** 20s. **Rosemary:** Spanish 10s 9d lb, spot. **Sage:** Spanish 19s per lb. **Sandalwood:** Mysore spot 285s kg. East Indian for shipment 300s, cif. **Spearmint:** American 52s lb. Chinese spot 61s 6d per kg; shipment 60s, cif. **Vetivert:** Bourbon, spot, 100s per lb.

New York market

New York, September 15: Terpin hydrate has been increased by 13 cents per lb, the second change within 3 months. The botanicals market remains quiet with prices steady. Lemongrass oil was in short supply.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities



Lundia makes the most of your space

Lundia all-purpose shelving by Remploy gives you an elegant display system at a really low cost. And it is specially designed for speedy erection by unskilled labour.

POLISHED HARDWOOD Lundia shelving is constructed throughout in an attractive hardwood with a natural polished finish to set off shop displays to the best advantage.

EXTENDABLE The extensive range of standard sizes permits a virtually total coverage of any length of wall.

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Remploy

For further details of Lundia shelving please contact Mr. A. Henri, REMPLOY LIMITED (Shelving Division), 415 Edgware Road, Cricklewood, London, N.W.2. Telephone : 01-452 8020
London Showroom : 22 Bruton Street, Berkeley Square, W.1. Tel: 01-629 4881/2. And at Birmingham, Bristol, Cardiff, Glasgow, Newcastle, Oldham

W.T.Owbridge Ltd.

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Following the acquisition of W.T. OWBRIDGE LTD by ORGANON LABORATORIES LTD it has been mutually agreed with VESTRIC LTD to terminate with effect from 20th September, 1969, the Vestric exclusive U.K. Distributorship of

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From 20th September, 1969, onwards orders for Owbridge products should continue to be sent to your usual wholesaler or, in the case of parcel quantities, to the Organon address below. Organon representatives will also be available to serve your needs.

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W.T. Owbridge Ltd wish to take this opportunity of sincerely thanking Messrs. Vestric Ltd for their services and co-operation during recent years.
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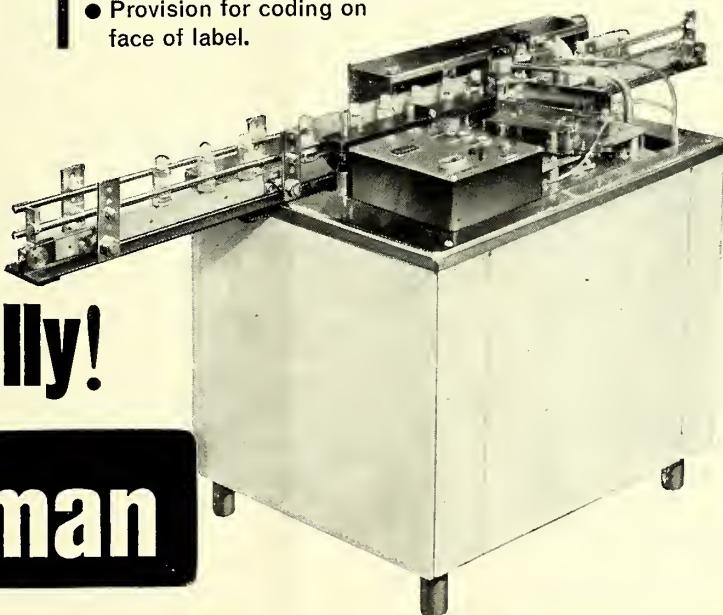
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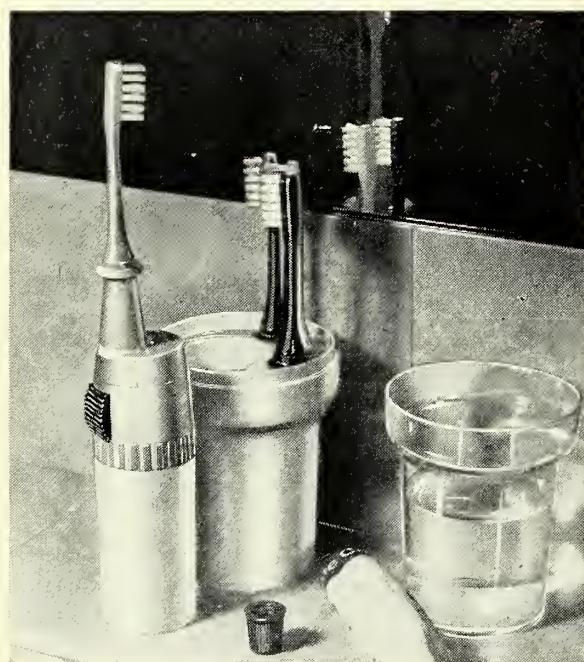
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**The following press release was
issued in London on November 8th, 1968:**

"American Cyanamid Company, which owns British Letters Patent Nos. 775,115 and 952,820 and of which Cyanamid of Great Britain Limited are licensees for the United Kingdom, have commenced proceedings by the issue and service of a Writ and the service of a Statement of Claim and Particulars of Infringement against Berk Chemicals Limited for the alleged infringement of British Letters Patents Nos. 775,115 and 952,820 by the marketing of tetracycline hydrochloride under the Trade Mark Tetrachel in the United Kingdom."

**The following press release was
issued in London on July 31st, 1969:**

"American Cyanamid Company, which owns British Letters Patent 815,524 and of which Cyanamid of Great Britain are licensees for the United Kingdom, have commenced proceedings by the issue and service of a Writ and the service of a statement of Claim and Particulars of Infringements against Berk Pharmaceuticals Limited alleging infringement of British Letters Patent 815,524 by the marketing of tetracycline hydrochloride under the Trade Mark Tetrachel in the United Kingdom. The said Letters Patent relate to quatrimycins and to their production and refining."

**Cyanamid of Great Britain Limited,
Bush House, Aldwych, London, WC2**

Maureen hasn't clicked in two years.

Maureen bought this camera about three years ago, you see. She took it on holiday to Spain the first year, and got some nice snaps of her and a friend on the beach. That Christmas she used the flash thing, too. There were all these parties going, and the pictures made for a good laugh when it was all over.

But that was more than two years ago. She hasn't used the camera since. She came across it the other day, and she's taking it along to the party this evening to pop off a few flashes.



Mind you, she doesn't understand much about cameras. She hasn't even changed the battery for the flash thing. So you don't expect it to work.

It probably will though. Because there's a Mallory Duracell battery inside. And a Duracell's power stores and stays fresh for at least two years.

A Duracell can give up to three times the life of ordinary batteries. Leakproof, too. All of which is a good thing for Maureen.

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CLASSIFIED ADVERTISEMENTS

HOSPITAL APPOINTMENTS

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts
Pharmacy Technician I
required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

Barnet Group Hospital Management Committee

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts.
Senior Pharmacist

required in Group Pharmacy of Category V Hospital Whitley Council salary and London Weighting. Pleasant, modern, comprehensive Pharmacy. Apply to Group Pharmacist.

New Southgate Group Hospital Management Committee

FRIERN HOSPITAL

Chief Pharmacist III

required by this large psychiatric hospital. Salary scale £1,494-£1,955. Whitley Council conditions and scales applicable. Applications naming two referees to the Group Secretary, Friern Hospital. New Southgate, London, N 11.

WEST PARK HOSPITAL — EPSOM

Pharmacy Technician

(Apothecaries Certificate preferred) required full time to assist in modern Psychiatric hospital. Interesting work. Salary according to age and experience (Scale from £335 to £850). Five day week. Pleasant surroundings, good cafeteria meals and single accommodation available at reasonable charges or £90 Living Out allowance. Write, naming two referees, to the Chief Pharmacist.

ST. BARTHOLOMEW'S HOSPITAL, LONDON, EC 1

Pharmacy Technician, grade I, II, or student,

required for posts offering valuable and varied experience. Training facilities provided for Student Technicians. Accommodation may be available. Further details from the Chief Pharmacist.

NORTH MIDDLESEX HOSPITAL, EDMONTON, LONDON, N.18.

Senior Pharmacist or Pharmacist required in modern Pharmacy Department. Applications stating age, experience, qualifications and giving names of two referees to the Secretary.

ST. MARY ABBOTS HOSPITAL KENSINGTON, W.8.

Pharmacy Technician part-time required.

Variety of work in modern department situated near to Earl's Court and High Street, Kensington stations. Inquiries to Chief Pharmacist. Telephone 01-937 8201.

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Supporting staff. Frequent 5-day week.

Temporary accommodation may be available.

Apply Group Pharmacist (Reading 85111, Ext. 302).

BOOTH HALL CHILDREN'S HOSPITAL, MANCHESTER, M9 2AA.

SENIOR PHARMACIST

Applications are invited for the post of Senior Pharmacist in this general children's hospital of 350 beds.

The work in this very modern department is extremely interesting and the holder deputies for the Chief Pharmacist in his absence. Staff are free on alternate Saturday mornings. The department manufactures sterile products and also a great number of items required for the regional burns unit and also the renal dialysis unit.

The hospital is situated in pleasant surroundings, about three miles from the city centre. Further details can be obtained from the Chief Pharmacist. Applications, naming two referees, to the Group Secretary. (Ref 11 30).

CANTERBURY GROUP HOSPITAL MANAGEMENT COMMITTEE

GROUP PHARMACEUTICAL DEPARTMENT

Applications are invited for the post of SENIOR PHARMACIST FOR STERILE PRODUCTS UNIT. In addition to the manufacture of the standard range of products and including all infusion solution, the department is to provide fluids for a Renal Unit, which is being brought into use early 1970.

The successful candidate will be expected to participate in the organisation of the service.

Building of a new Pharmacy has commenced and incorporates a much enlarged S.P.U. planned to provide an area manufacturing unit for East Kent.

Further details available from the Group Pharmacist at the Kent and Canterbury Hospital (Canterbury 66877).

Applications together with name and address of 2 referees should be sent to the Group Secretary, Central Office, Nunney Fields Hospital, Canterbury, Kent.

HOSPITAL GROUP PHARMACY

This is one of the three Senior Pharmacist posts in the Group and is graded Chief Pharmacist IV. The appointed person will be based at Glanrhed Hospital, Bridgend, and will be responsible for the whole range of pharmaceutical services at the Morgannwg complex of hospitals in Bridgend and at Hensol Hospital in Pontyclun. He will have a deputy at Glanrhed and seven other technical and non-technical offices on his staff.

The commencing salary for this post will be £1,454 per annum rising annually to a maximum of £2,008 per annum.

Please write or telephone for an application form to the Group Secretary, Bro Morgannwg H.M.C., Garthmor, Old Road, Neath, Glamorgan, (Tel. No. Neath 3606 Ext. 12). Forms should be returned by 6th October.

CHIEF PHARMACIST CATEGORY III required

MAIDENHEAD HOSPITALS,

in charge of department with two assistants. Post vacant immediately. Salary £1,488 rising to £1,977 per annum. Accommodation available for single lady. Possibility of Local Authority accommodation (unfurnished) for married person after appointment. Applications, stating age, qualifications, experience and names of two referees, to Secretary.

Maidenhead Hospital,
St. Luke's Road, Maidenhead.

AGENTS OVERSEAS

TANZANIA

Wholesale chemists in Tanzania interested in importing Ethicals, patent medicines, cosmetics, toilet preparation, with view to sole distributorship.

Reply Box No. C 1502

SITUATIONS VACANT GENERAL

MITTE BUREAU for permanent and locum pharmacists, representatives, management with succession — Mitte Bureau, 31A Grosvenor Road, Westcliff-on-Sea, Essex, Southend 46282 before 6 p.m. after 6 p.m. Southend 48108.

BUSINESS OPPORTUNITY

WORKING PARTNER sought for small progressive manufacturing chemists, North London. Enormous potential for someone with good ideas and industrious application. Send full details to Box C. 1504.

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YOUNG LADY (qualified July 1968) seeks interesting retail/hospital post in Belfast area. Registered in Great Britain, but negotiating registration in N. Ireland. Previous experience in retail up to management level. Own transport. Replies to G. E. C. Lyness Esq., 62 Upper Dunmurry Lane, Dunmurry, N. Ireland.

AGENTS

AGENT requires additional lines, 25 years selling experience, excellent connection calling on Chemists (Wholesale and Retail) also Department Stores, in the counties of Northumberland, Durham, Cumberland and Teesside. Box Number C 1506.

Agents Cont.

mobbsmiller

Ltd.

The above Company plan, in the 1970 season starting September/October 1969, to increase their sales of Nature Girl, Nature Boy and Nature Child ranges of Exercise Sandals in the Pharmaceutical and Departmental Store outlets in Great Britain.

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Agents appointed will be given the backing of an "in stock" service, and both National and Trade advertising.

Applications from agents with first class connections already selling quality merchandise, should be addressed to:

The Sales Manager,
Mobbs Miller, Ltd.,
Sandal Division,
Arthur Street, Northampton

and should include details of areas covered and products carried. All applications treated in the strictest confidence.

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CIGARS AND WHIFFS, up to 30% saving! Top brand discount service. Write for list and free voucher. CIGAR PLAN, CD7, Havana House, Birmingham 20.

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S. GRUNDY & CO.,
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Bimbo Products
84 Bury Road, Harlow, Essex.
Tel.: Harlow 29385.

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WANTED. We want to purchase — Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London — 121, Consort Road, Peckham, London, S.E.15. 01-639 6362.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

WANTED PRIVATELY manufacturing chemists' redundant machinery and packaging equipment in working order. Especially tabletting, counting and filling machinery. Might consider redundant stocks. Send details to Box C. 1505.

MISCELLANEOUS

1,000 PRESCRIPTION LABELS 35s (size 3 in x 2 in) 2,500 £3 10s 0d. 5,000 £5. Definite 7-day delivery. Send trial order or send for price list and samples. C.W.O. Speedprint Services, 60a High St., Egham, Surrey. Tel.: Egham 4978.

For Sale Cont.

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ATTENTION!

CHEMISTS AND PHOTOGRAPHIC LABS. EVERYWHERE! Precious CX 126-20 Cartridge Film of Shadows, Cliff Richard, Settlers lost in Kodak Instamatic Camera on Barnet Line Underground. Saturday August 16th. PLEASE HELP by checking all colour prints in your possession. Desperately needed. Reward for recovery. Box C 1503.

SITUATIONS VACANT INDUSTRY



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DEPUTY CHIEF PHARMACIST

The Company, a member of an international group prominent in the pharmaceutical field, and having important chemical, veterinary and cosmetic interests, invite applications for the above appointment from Pharmacists with considerable experience in all aspects of Pharmaceutical Production.

The successful applicant will be responsible to the Chief Pharmacist for the production of a wide range of injections, tablets and other pharmaceutical specialties.

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Candidates must have thorough knowledge of all aspects of the Wholesale Chemists trade. Excellent opportunity for successful applicant.

Apply in confidence, Director/General Manager,
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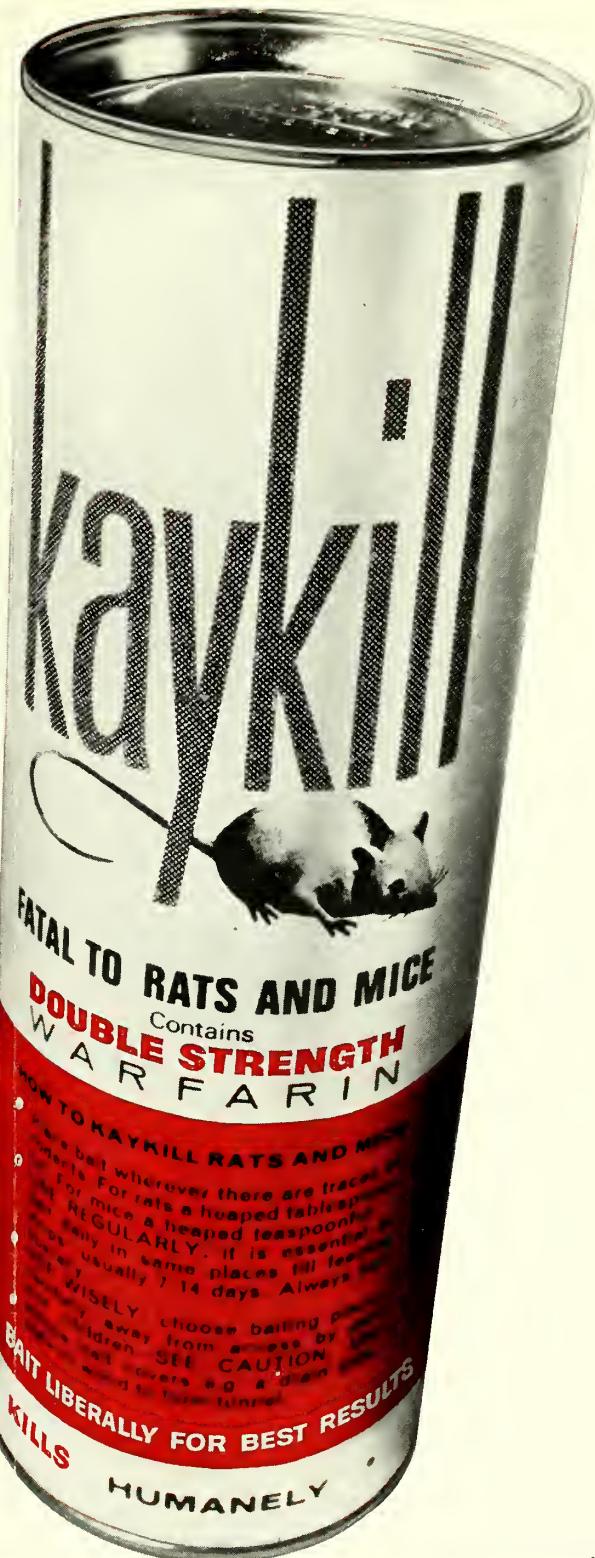
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